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Second Bidding for Federal Canned Meat

by H. A. Haring

**Many non-warehouse quoters
eliminated—More storage
firms file offers—Price goes
down.**

*An analysis of
587 quotations*

THE Federal Surplus Relief Corporation opened on April 17, under Schedule 130, a second lot of bids for storing canned meat. This meat was obtained from the emergency buying of animals—cattle and sheep—from farmers in the drought areas of the West, the product having been canned for Government account. In order to avoid flooding the market, and breaking the price of other meats, the intention is to hold this canned meat in store and dole it out gradually for needy families throughout the United States as has been done during the past year.

Schedule 130 carries the following preface or introduction:

"As a result of urgent representations by the Merchandise Warehousing Trade Code Authority it has been decided to reject all bids received by this Corporation under Schedule 124. [This alludes to bids opened in February and analyzed in the April *Distribution and Warehousing*.] The Code Authority expressed the belief that all bidders were not furnished sufficient information in the original schedule to enable them to bid properly. It is regretted that those who bid under the former schedule should be put to the trouble and expense of bidding again, but this could not be avoided so long as the Code Authority believed that there was unfair discrimination."

The new schedule announced also that in the making of awards the FSRC would be governed by the cost of storage as indicated by the bids, the adequacy of storage facilities offered (as determined by inspection to be made by representatives of the Bureau of Animal Industry), the cost of removing the canned meats from present storage and placing them in new storage, and the ultimate economical distribution of the meat to needy families.

"The attention of all bidders," to quote further from the schedule, "is invited to the fact that the commodities to be stored are for relief consumption and that the bids should be as low as is possible or permissible in order that relief funds may be conserved."

Greatly improved over the previous specifications were those of Schedule 130.

The original Schedule 124 was revised three times by Supplements. Even these did not comply with ordinary warehouse conditions. But, in Schedule 130, the following conditions were included:

"The commodities stored shall not be exposed to extreme heat or cold. The temperature of the room should not exceed 80 degrees Fahrenheit or fall below 30 degrees Fahrenheit, but *good commercial practice* should be followed in storing products of this character. 'Good commercial practice' means that storage room temperature may exceed 80 degrees Fahrenheit for a limited time when the weather is so excessively hot that an 80 degree temperature can not, without refrigeration, be maintained in a warehouse *properly constructed* for the storage of canned meat.

"Merchandise warehousing services, not refrigerated storage services, are required for the storage of canned meat under this schedule.

"Dampness of storage room must be avoided. A sufficiently even temperature must be maintained to prevent condensation on cans and probable rust.

"Extreme care must be used in the handling of packages to prevent damaging the containers or denting the cans. Height of piling the containers shall be limited to the height sufficient to prevent damage to containers and cans in the lower tiers."

Weights, Size

In the first schedule the cans were either 12 ounces or 20, packed in 48's or 24's respectively. For the present bidding the specifications were altered to fit the cans as actually used last year when the meat was packed—12 and 24 ounces. In Schedule 130, therefore, it is stated that the packages will be either 48's (12-ounce cans) or 24's (24-ounce or 1½-pound cans). Cubical contents, or size of the case, also is given in the present schedule, it being 0.71 cubic feet for the 31-pound cases and approximately 1 cubic foot for all others (44-48 pounds).

Cases are to weigh (in pounds) 31, 44, 45, 46, 47, and 48, each bidder being asked to quote for these separately.

Bids, unlike the previous opening, were to cover storage charges per month, as one item; and handling charges as another (plus some minor items for carloading). This arrangement, in the end amounted to asking for a bid for straight storage per month, initial month and succeeding months to be identical, with a separation of the charge for handling.

In the previous schedule a bidder was compelled to estimate the weight and size of the cases, because the only information was vague. Schedule 130 avoided this uncertainty.

Revised Bids Number 587

At this second offering of bids a total of 587 was received. This number is 18 larger than for the previous opening. A close study of the names indicates, most conclusively, that many changes have crept in. The most notable is the heavy dropping out of concerns which clearly are not public warehouses and which could not possibly comply with the merchandise Code as contemplated in the schedule. Many canneries and fruit storages did not submit second bids, this being particularly true with fruit storages, such as apples, and potatoes.

There was a great increase in bids from recognized public warehouses—at least a hundred.

Nevertheless, there remain among the bidders many not usually thought of as public warehouses, although they may be able to qualify under the specifications. These, as well as a few carrying the name "warehouse," do not appear among those who have signed the Code for merchandise warehousing.

From the 587 may be culled some strange suggestions. There are seed warehouses and one shoe storage, sausage and hot dog and packing houses, soap and ice cream storages, tobacco and cotton warehouses, and, as in the previous opening, a host of fruit and vegetable houses along with a sprinkling of farmers' cooperatives. The names of fuel and feed storages are rather conspicuous, due to that word "fuel" in the title, but upon comparison with the Code membership list most of these appear as signers. This fact would indicate that, despite their names, they are recognized warehousemen.

Of the total number of bidders I was obliged to classify 7 as "unknown." This means, of course, that to me only they are "unknown." My acquaintance is at fault. Most of the 7 are merely names of firms or individuals, who may of course be established warehousemen but not so identified by me. Or they may be packers or canners. One of them, from Chicago, submitted a bid "as agent" under his own name, but I do not know for whom he is acting.

The 587 bidders may be grouped as follows:

Seed, ice cream, soap storages . . .	3
Unidentified	7
Tobacco and cotton warehouses . . .	7
Fruit, apple, potato storages . . .	11
Canneries, soup makers, catsup makers	19
Meat packers	26
Public warehouses, river and lake transportation companies who do warehousing for the public . . .	514
	587

The meat packers often named several cities or locations in a single bid, as did also come of the canneries. The packers alone offered storage in 47 localities under their 26 bids. A few

Western Gateway's Bids Were Under Code-Approved Tariff

ON page 8 of the April *Distribution and Warehousing*, Mr. Haring, in his discussion of the bids opened by the Federal Surplus Relief Corporation, stated in the first column on that page, in part, "scan your list of these bids for low rates under the following names," and the names mentioned included that of the Western Gateway Storage Company of Ogden, Utah.

In justice to the Western Gateway, it is here pointed out that the April text gave readers an erroneous impression regarding the company's standing in the warehouse industry. Western Gateway is a subscriber of the NRA Code of Fair Competition of the Merchandise Warehousing Trade and a member of the American Warehousemen's Association and a member of the Utah Warehousemen's Association. W. D. Brown, the firm's manager, is president of the Utah Warehousemen's Association. Accordingly, Western Gateway is in every sense a "professional" warehousing organization.

Bids made by the Western Gateway were their regular published tariff rates on canned meats, which tariff was submitted to and approved by the Code Authority; and are well in line with bids offered by other warehousemen throughout the United States.

Distribution and Warehousing is pleased to offer this explanation that any wrong impression gained from the article referred to may be corrected.

warehouses, too, extended a single bid to cover more than one location and occasionally more than one city.

Keen for the Dollar Mark

The bids of April 17 furnish far more information than the previous

occasion as to stocks of canned meat already in store. Forty-seven companies holding stock in 68 storages now report the quantities thus held. Of the 47 stores, 26 are non-warehouses such as packers and canneries; while 21 are public warehouses. The total of all these storages amounts to 4,088,520 cases, varying in weight from 31 to 145 pounds.

We have listed these storers—either as non-warehouses or as warehouses—as shown in Table I. With each company we print its bid for storing additional canned meat for the Surplus Relief Corporation; but, in so doing, we should mention that meat already in store is not necessarily held at the rate quoted for future storing. In fact, for a few storages, no price was agreed upon; for others, the agreement covers only the monthly charge for "storing" because the Relief Corporation has already compensated the warehouseman for the cost of handling as a part of charges paid the first month; for yet others, the rate for goods now on hand differs from the new bid.

These bids are, however, of the utmost importance to the industry.

They indicate, in all probability, the Government's own estimate of what should be paid. They are evidence, furthermore, of the rate which satisfies those who have had experience with these goods for this same owner.

The fact that more than half of these bids are from non-warehouses does not alter the circumstances. To the Surplus Relief Corporation the question is storage—with a very minor interest in the merchandise warehousing industry as such. Their eyes are keen for the dollar mark in the bid; and, inevitably, their final allotment of the business will be governed by the price.

These bids, then, from companies already storing canned meat represent the real competition of the warehouses. They would appear to be highly important, as this lot of bids controls future storing of canned goods. For that reason we have prepared Table I to exhibit the facts as clearly as we can.

Bids from 10 Cities

In an effort to cull from the 587 bids the most helpful information, for the industry itself, we have prepared Table II, which is a tabulation of the prevailing bids for ten important cities.

It would have been interesting to include New York City, or the New York metropolitan area (covering also Brooklyn, Bronx and northern New Jersey) but this proved rather impossible. Conditions of warehousing are so diverse within the Greater New York area that no fair or understandable tabulation could be worked out. Not only did the

bids vary rather widely for storing the canned meat. They were even more divergent in the charge for handling (or unloading and reloading from railroad

cars or over the docks). New York is, necessarily, omitted.

The quotations given in Table II, for the ten cities, we have based on the

bids which seem to prevail for each city. We have not attempted to list for each city absolutely all the bids, because so to do is a big task. Yet we have se-

TABLE I
Bids from Concerns Already Storing Canned Meat

Company	Number of Cases in Store April 15	Bids: Storage per Case per Month	Bid: Handling In and Out per Case	Company	Number of Cases in Store April 15	Bid: Storage per Case per Month	Bid: Handling In and Out per Case		
NON-WAREHOUSES				PUBLIC WAREHOUSES					
Bozeman Canning Co., Bozeman, Mont.	465,000	31 lbs. \$0.01		Merchants Transfer Co., Marion, O.	150	31-48 "	.02 .03		
Carstons Packing Co., Tacoma	900	44 " .066	\$0.02	Midland Warehouse & Transfer Company, Chicago	45,000	31 " .0102	.023		
Jacob Dold Packing Co., Buffalo	14,521	45 " .015	.015			44-45 " .0128	.0285		
Frederick City Packing Co., Frederick City, Md.	42,472	45 " .01				46-48 " .0145	.0306		
Green Canning Co., Chicago	58,978	48 " .02		W. E. Murray Transfer & Storage Co., Kansas City, Mo.	40,000	31 " .01	.0125		
Geo. A. Hormel & Co., Austin, Minn.	42,952	44 " .027				44-45 " .0125	.0175		
Illinois Meat Co., Chicago	156,160	47 " .01125				46-48 " .015	.02		
Kinghan & Co., Indianapolis	47,600	45 " .0175		Peninsula Warehouse Co., Jacksonville	3,603	31 " .012	.015		
Leonard Frank Co., St. Paul	5,143	46 " .025				44 " .015	.018		
Arthur Meeker, Agent, Chicago	45,088	31 " .00837	.015			45-48 " .017	.02		
National Fruit Canning Co., Seattle	23,183	44 " .02		Roanoke Public Warehouse, Roanoke, Va.	1,947	31 " .012	.016		
Menges-Menje, St. Louis	37,332	45 " .0425				44-45 " .015	.02		
Ratliff Pure Food Products Co., Fort Worth	45,521	44 " .01				46-48 " .017	.022		
Republic Food Products Co., Chicago	144,562	45 " .015		Savannah Bonded Warehouse & Transfer Co., Savannah	131	31 " .012	.016		
Rival Packing Co., Chicago	50,024	44-48 " .0195				44-45 " .015	.02		
Salisbury Bros., Inc., Ridgely, Md.	53,796	31 " .0075				46-48 " .017	.022		
B. F. Schriver Co., Westminster, Md.	46,441	31 " .00625		Scobey Fireproof Storage Company, San Antonio	85,489	31 " .01	.02		
Sterling Packing Co., Chicago	101,807	47 " .01125				44-45 " .012	.025		
Thomas & Co., Adamstown, Md.	11,827	45 " .01				46-48 " .014	.027		
Thrift Packing Co., Dallas	120,000	44 " .02		Service Warehouse Company, Inc., Jacksonville	12,563	31 " .01	.014		
United Packers, Inc., Chicago	116,975	45-47 " .010625	.019			44-48 " .015	.02		
Wilson & Co., Chicago	54,606	48 " .015	.0125	Springer Transfer Company, Albuquerque, N. M.	30,240	31 " .008	.018		
Agar Packing & Provisions Co., Chicago	23,917	48 " .0275				35 " .01	.018		
Armour & Co., Chicago	424,533	31 " .0125				44-47 " .012	.025		
Chicago		44-48 " .01625				48 " .014	.1027		
Kansas City, Mo.	298,490	31-43 " .015		Terminal Warehouse Company, Baltimore	58,162	31 " .0075	.0124		
		44-48 " .01625				44 " .0088	.0154		
Cudahy Packing Co., Kansas City, Mo.	563,246	44-48 " .0125	.016			45 " .009	.0157		
Los Angeles	28,568	44-48 " .0125	.016			46 " .0092	.0161		
(Same rates bid for other cities)						47 " .0094	.0164		
Fairmont Canning Co., Fairmont, Minn.	12,572	46 " .0125				48 " .0096	.0168		
Waseka, Minn.	28,351	46 " .0125		Texas and Pacific Terminal Warehouse Company, Fort Worth, Tex.	169,325	31 " .01	.012		
PUBLIC WAREHOUSES						44-46 " .01	.018		
Crooks Terminal Warehouses, Inc., Kansas City, Mo.	262,947	31 lbs. \$0.01	\$0.0125			47-48 " .01	.019		
		44-45 " .0125	.0175	Union Storage & Transfer Company, Fargo, N. D.	4,500	31 " .01	.015		
		46-48 " .015	.02			44-48 " .015	.023		
Fort Wayne Storage Co., Fort Wayne	969	31 " .0085	.012	Wachter Transfer Corporation, Bismarck, N. D.	4,499	31 " .01	\$1 ton		
		44-47 " .01	.019			44-45 " .0125	\$1 ton		
		48 " .01	.021			46-48 " .015	\$1 ton		
Grand Trunk Terminal Warehouse Company, South Bend	548	31 " .01	.025	Western Gateway Storage Company, Ogden, Utah	164,471	31 " .012	.02		
Joliet Warehouse and Transfer Company, Joliet, Ill.	1,545	31 " .015	.012			44-45 " .015	.025		
		44-46 " .02	.017			46-48 " .017	.027		
		47-48 " .02	.018	TABLE II					
Jones Storage & Transfer Co., Inc., Butte, Mont.	34,264	31-48 " .025	.0375	Tabulation of Prevailing Bids from Ten Cities					
Kedney Warehouse Company, Grand Forks, N. D.	2,700	31 " .015	.022	For cases weighing 31 lbs. For cases weighing 44 lbs.					
	718	75 " .025	.022	Total for Initial		Total for Initial		Total for Initial	
	286	126 " .04	.022	Storing		Storing		Storing	
	62	145 " .045	.022	Handling		Handling		Handling	
McLaughlin Warehouse Co., Bangor, Me.	4,465	31 lbs. \$0.01	\$0.0175	City	Storing	Handling	Month	Storing	Handling
		44-48 " .0125	.025	Baltimore0075	.0124	.0199	.01	.0176
Note: in St. Louis and San Francisco these bids are subject to a discount of 15%.									

TABLE III

Warehouses, in Ten Cities, Filing Identical Bids (the Figures for Which Appear in Table II)

BALTIMORE Baltimore Fidelity Warehouse Company Camden Warehouses Canton Co. of Baltimore Merchants Terminal Corporation	North Pier Terminal Co. Ontario Warehouse Co. Railway Terminal & Warehouse Company Seng Waterway Warehouse Company Tooker Storage and Forwarding Co. Twin City Trading Company Western Warehousing Company	Star Truck & Warehouse Co. Union Terminal Warehouse Two bidders quoted identically, with the exception of asking \$.000625 more per case for storing. They are: City Transfer & Storage Co. (Long Beach) Westland Warehouses, Inc.
BOSTON Atlas Terminal Stores, Inc. Congress Stores, Inc. Federal Warehouse, Inc. Hoosac Storage and Warehouse Company Merchants Warehouse Company North Station Industrial Building, Inc. Wiggins Terminals, Inc.	CLEVELAND Britten Terminal, Inc. Cleveland Storage Company Greeley-General Warehouse Co. Lederer Terminal Warehouse Co. National Terminals Corp. Railway Warehouses, Inc. Sheriff Street Market and Storage Co.	MILWAUKEE Atlas Storage Company Barclay Warehouse Company Hansen Storage Co. Lincoln Fireproof Warehouse Co. Milwaukee Transfer & Storage Co. National Warehouse Corporation
BUFFALO Keystone Warehouse Co. Knowlton Warehouse Company Larkin Co., Inc. Market Terminal Warehouse	KANSAS CITY, MO. Adams Transfer & Storage Company Central Storage Company Crooks Terminal Warehouses, Inc. W. E. Murray Transfer & Storage Co. Radial Warehouse Company	ST. LOUIS S. N. Long Warehouse Mound City Ice & Cold Storage Co. Rutgers Street Warehouse, Inc. St. Louis Mart, Inc. St. Louis Terminal Warehouse Co.
CHICAGO Central Cold Storage Co. Central Storage & Forwarding Company Crooks Terminal Warehouses, Inc. Dietrich Warehousing Company Griswold-Walker-Bateman Co. Herrmann Warehouse Co. North Central Terminals Co.	LOS ANGELES Citizens' Warehouse Davies Warehouse Company Los Angeles Warehouse Co. Overland Terminal Warehouse Company Pacific Coast Terminal Warehouse Company	SAN FRANCISCO DePue Warehouse Co. Central Warehouse & Drayage Co. Dodd Warehouses Haslett Warehouse Co. San Francisco Warehouse Co. South End Warehouse Company Turner-Whittell Warehouses

lected from each city enough bids from well-known warehouses to make sure that the figures of our Table II are a reasonable showing.

Table II indicates, approximately, the level of bids for these cities—for a case weighing 31 pounds and for one weighing 44 pounds. Weights of 45-48 pounds, for each of which Schedule 130 solicited bids, brought forth fractional advances over the bid for 44 pounds. In many instances a bidder carried his figure for 44 pounds to all the larger sizes; others quoted for 44-45-pound cases in one figure and then increased the price slightly for cases weighing 46-48 pounds. For our purpose it has seemed simpler to list only the bid for 44 pounds, along with that for 31 pounds. These two bids convey a rather complete picture of what canned meat, of these weights, in large lots costs the owner to store.

The figures of Table II are, in this manner, based on bidding for each city by the warehouses shown on Table III. Identical bids, for 31 and 44 pounds, were filed by the warehouses given in Table III.

Earlier High Bids Were Misleading

When analyzing the bids for the first opening, in *Distribution and Warehousing* for April, we called attention to a handful of bids "of 15 cents per case, with a few at higher levels all the way to 25 cents a case." At the time we did not criticize the figures but were merely culling information.

Hardly had that issue of the magazine reached the mails, however, when readers called attention to an angle of the bidding which I knew thoroughly but had overlooked.

The first specifications, for the first bidding, were carelessly prepared in the matter of temperatures at which the meat was to be stored. Two "Supplements" to the original Schedule 124 were issued to correct this slip; but, even at that, some warehousemen felt obliged to bid for cold storage, rather than dry, because of the uncertainty in specifications. In bidding for Government goods the contractors must consider that the Government may require full compliance with its specifications, even though on their face such compliance was not contemplated.

Of three warehousemen who have written me about this, I shall quote from a letter that came from the Boise Cold Storage Company, Ltd., Boise, Idaho, (1) because J. P. Congdon, president, makes so clear a statement of the case and (2) because it makes a reader realize how conditions differ in different regions. We, living and working in the East, forget that ordinary dry storage temperatures would ruin canned meat in the hot, arid States during mid-summer, just as we probably do not know that the warehouse must be heated in winter during periods of extremely low temperature.

It is, for these reasons, illuminating to read this from Boise:

"Our bid on the first call for these

canned meats was based upon cold storage. We quoted our regular rate, based upon 25 cents per CWT for the first month and 12½ cents thereafter. The specifications for that call required cold storage in this territory.

"They specify the minimum temperature as 30 degrees and the maximum temperature of 70 degrees. The ordinary warehouse, in this region, would be in trouble for two or three months in the summer to maintain a maximum of 70 degrees; and they would require heat in the winter time to maintain a temperature not below 30 degrees when the thermometer was much below zero outside."

The Government afterwards raised the maximum limit to 80 degrees; and on the second call for bids they have specified that even if the warehouse could not hold the 80 degrees the Government would waive the requirements for short periods. They stated in their revised specifications that it was not their intention to require cold storage.

One more illustration, this, of the troubles any Government or any department faces when it tries to lay down a single rule to fit so broad a country as ours.

Indeed, as one examines the first set of bids for the canned meat in the light of the revised specifications of Schedule 130, it becomes evident that many, possibly all, of the apparently high bids were of this sort. The bidders were offering cold storage, not dry merchandise storage as the FSRC meant to ask.

The first specifications would have required cold storage, or at least some refrigeration, in certain sections of the country. Therefore some warehousemen filed bids for cold storage, although in the published announcement of the bids there was nothing to indicate this fact. The whole problem is completely portrayed in the letter from Boise from which we have quoted.

Schedule 130 made clear that cold storage will not be required; and, in the second opening of bids, it is apparent that the same bidders find themselves able to bid on merchandise storing on a parity with others.

Bids by 21 C. A. Representatives Following the procedure of studying the bids submitted in February (in the April *Distribution and Warehousing*) we have selected out of the bids submitted by representatives of the Merchandise Warehousing Trade Code Authority group.

We have assumed, as previously, that these men are alive to the evils of price cutting; that they have an understanding of warehouse costs; and that they follow the Code in letter as well as in spirit. And, also as in April, please bear in mind that their bids are tabulated merely because I could think of no better way to ascertain an honest-to-God price for storing canned meat.

Including the Code representatives elected at New Orleans for 1935 we have, as the basis for this list, the four general officers, the ten temporary chairmen for the ten districts, the ten permanent chairmen, the ten secretaries and the ten regional Code members. This totals forty-four names, but from it we must deduct:

Duplications of names.....	10
Secretaries, not operating warehouses.....	4
Names whose houses did not bid for FSRC contracts.....	7
	21

This leaves 23 warehousemen, whose bids for the second opening are available for tabulation.

The tabulation is shown in Table IV.

No satisfactory comparison can be made between the tabulation in the issue for April with the present Table IV. In the former instance all bids were for "a case of canned meat" without anyone knowing exact weights, beyond the rather hazy specification of "commercial containers to hold either 48 tins of 12-ounces or 24 cans of 20-ounces net weight." Little opportunity was given, with the first opening of bids, for the warehouseman to separate his estimate into size or weight of package.

With the present bidding, on the contrary, proposals were for packages to weigh: 31, 44, 45, 46, 47 and 48 pounds.

As the eye scans the second bids it alights first on the figure for the 31-pound package. This is, naturally, the lowest of the bid prices, because the package is smallest and lightest in weight. The jump from Item 1 to Item 2

(Concluded on page 39)

TABLE IV

Tabulation of Bids for Canned Meats as Filed by Twenty-Three Subscribers to the Merchandise Warehousing Code

Warehouse Company	Code Authority Member or New Orleans Elections Representative	Weight, per Case, of Canned Meat	Bid: per Case per Month, for Storage	Bid: per Case, for Handling
Adams Transfer & Storage Co., Kansas City, Mo.	D. S. Adams	31 lbs. .01 44-45 " .0125 46-48 " .015	\$.01 .0125 .015	\$.0125 .0175 .02
Arrow Transfer & Storage Co., Chattanooga	Theodore F. King	31-48 " .012	.012	.016
Atlas Storage Company, Milwaukee	Anthony L. Fischer	31 " .0075 44-45 " .009 46-48 " .01	.0075 .009 .01	.015 .019 .02
Bekins Omaha Van & Storage Co., Omaha	John Bekins	31 " .01 44-48 " .0125	.01 .0125	.015 .02
B.R.&P. Warehouse, Inc., Rochester, N. Y.	U. C. Leckinger	31 " .01 44-48 " .015	.01 .015	.015 .0225
Cincinnati Terminal Warehouses, Inc., Cincinnati	R. G. Culbertson	31 " .01 44-45 " .012 46-48 " .014	.01 .012 .014	.016 .02 .022
Henry Coburn Storage & Warehouse Co., Indianapolis	Frank F. Powell	31 " .012 44-45 " .015 46-48 " .017	.012 .015 .017	.018 .023 .025
Dallas Transfer & Terminal Warehouse Co., Dallas	G. K. Weathered	31 " .01 44-46 " .01 47-48 " .01	.01 .01 .01	.012 .018 .019
Fitz Warehouse & Distributing Co., Boston	E. W. Cobb	31 " .0085 44-48 " .010625	.0085 .010625	.014875 .02125
Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.	Edward G. Mooney	31 " .0125 44-45 " .015 46-48 " .0175	.0125 .015 .0175	.02 .025 .0275
		Above if less than 5,000 cases 31 " .01 44-48 " .0125		
		Above if over 5,000 cases 31 " .01 44-48 " .0125		
Haslett Warehouse Co., San Francisco	S. M. Haslett	31-45 " .0125 46-48 " .015	.0125 .015	.0175 .0225
		Less 15% 31-45 " .0125 46-48 " .02		
Holman Transfer Co., Portland, Ore.	H. M. Clark	31-45 " .0125 46-48 " .02	.0125 .02	.025 .03
Kedney Warehouse Co., Inc., Minneapolis	Fred S. Kedney	31 " .01 44-48 " .015	.01 .015	.0175 .0225
Same, Grand Forks, N. D.	Fred S. Kedney	44-48 " .0125 44-48 " .01	.0125 .01	.022 .022
		Above if less than 5,000 cases 44-48 " .01 Above if more than 5,000 cases		
Merchants Warehouse Company, Boston	Charles E. Nichols	31 " .0085 44-48 " .010625	.0085 .010625	.014875 .02125
Midland Warehouse & Transfer Company, Chicago	Elmer Erickson	31 " .0102 44-45 " .0128 46-48 " .0145	.0102 .0128 .0145	.023 .0285 .0306
Oregon Transfer Co., Portland, Ore.	Donald G. Bates	31-45 " .0125 46-48 " .02	.0125 .02	.025 .03
Pennsylvania Warehouse & Safe Deposit Co., Philadelphia	Warren T. Justice	31 " .00816-.0102 44-45 " .01024-.0128 46-48 " .0116-.0145	.00816-.0102 .01024-.0128 .0116-.0145	.0136-.017 .01704-.0213 .0184-.023
		Each bid varies through five stages for varying number of cases up to total of 100,000 cases		
Radial Warehouse Company, Kansas City, Mo.	Frank M. Cole	31 " .01 44-45 " .0125 46-48 " .015	.01 .0125 .015	.0125 .0175 .02
Roanoke Public Warehouse, Roanoke, Va.	Clem D. Johnston	31 " .012 44-45 " .015 46-48 " .017	.012 .015 .017	.016 .02 .022
Security Warehouse Company, Minneapolis	W. A. Morse	31 " .01 44-45 " .015 46-48 " .015	.01 .015 .015	.0175 .0225 .025
Taylor-Edwards Warehouse and Transfer Company, Inc., Seattle	O. C. Taylor	31-45 " .0125 46-48 " .02	.0125 .02	.025 .03
Texas and Pacific Terminal Warehouse Company, Fort Worth	L. C. Porter	31 " .01 44-46 " .01 47-48 " .01	.01 .01 .01	.012 .018 .019
Union Storage & Transfer Company, Fargo, N. D.	B. L. Bertel	31 " .01 44 " .015 45 " .015 46 " .015 47 " .015 48 " .015	.01 .015 .015 .015 .015 .015	.015 .022 .0225 .023 .0235 .024



Brooke E. Furr
*.....Manager of Branch
 Warehouses of McCormick & Co., Inc., Baltimore*

For McCormick & Co.,
 Baltimore

A System Means

• • •

By Kent B. Stiles

• • •

BROOKE E. FURR, one of the country's youngest executives identified with developing a public warehouse system for a national distributor, has saved his employers, McCormick & Co., Inc., Baltimore, thousands of dollars during the past six years by gradually working out such a system for getting the firm's products into the hands of wholesalers.

Mr. Furr is 27 years old. When he was 21 he had been for several years with the advertising department and the general office, and his contacts brought him an outline knowledge of the theory of public warehousing. The McCormick organization has the perhaps somewhat quaint conviction that its Junior Executives might conceivably have worthwhile ideas now and then, and some years ago the firm set up a Junior Board of Directors representing its various branches of activity, including advertising, sales, distribution and credit.

The youthful executive, Mr. Furr, was—and is—a member of that Junior Board. The McCormick company was in 1929 routing all its goods to wholesalers from Baltimore. The company then established its own branch houses in Houston and San Francisco and Mr. Furr managed the Houston warehouse the first year. After returning to Baltimore he made a trip to California and came forward with an idea based on the contacts he had made—that the organization could more economically distribute its products, in certain territories, by placing stocks in public warehouses. In those days McCormick had branch offices in two cities, Houston and San Francisco, and overhead, labor and kindred expenses were mounting.

When a McCormick Junior Board member has an idea, it goes before the regularly constituted board of directors for consideration.

To that Senior Board Mr. Furr at the age of 21 carried his idea of using public warehouses as the company's branch houses. The Senior group was impressed, and Mr. Furr was placed in full charge of a new McCormick unit, titled Branch Warehousing, and was told to draw some money and go places and investigate and build up the unit.

MCCORMICK & CO., INC., is a firm of manufacturers, importers and packers of nine commodities familiar to thousands of housewives. They are McCormick's Bee Brand Spices, McCormick's Bee Brand Flavoring Extracts, McCormick's Banquet Brand Tea, McCormick's Mayonnaise, McCormick's Prepared Mustard, Bee Brand Insect Powder and Bee Brand Insect Spray for household use, Red Arrow Garden Spray for agricultural use, and Reliable Brand drugs.

Of these products more than 10,000,000 pounds, or 5,000 tons, are distributed annually through public warehouses to jobbers in the respective territories.

MR. FURR had his own mental picture, which was confirmed as he went along, as to what ought to constitute the ideal warehouse from the McCormick (and therefore his own) viewpoint.

It must be a warehouse organization familiar with, and favorably known to, the local jobbers. It must be one experienced in detail, as the McCormick products are put up in about 300 different kinds and sizes of containers, some of them of glass. It must be qualified to give immediate service and to do reporting promptly. And physically the warehouse building must offer proper temperatures—not too warm in summer and not too cold in winter, as McCormick products include perishables.

of Public Warehouses Economy in Distribution

Mr. Furr went first to Houston and made a study of the warehouses there. He finally selected the Houston Terminal & Cold Storage Company, of which Burke Baker is vice-president in charge of operations. As the accompanying map shows, the McCormick territory served by the Houston warehouse embraces all of Texas and southwestern New Mexico and southern Oklahoma.

That was in 1929. The change-over from shipments from Baltimore to jobbers by maintaining stocks in a warehouse for them proved helpful in properly servicing the jobbers and economical for the company.

Mr. Furr's California selection is the San Francisco Warehouse Co., of which Henry F. Hiller is president. The territory takes in California, Oregon, Washington, and a strip of western Nevada.

In 1931 Mr. Furr made his third trip of inquiry, this time to New Orleans. The warehouse he originally selected is no longer interested in handling the account as

McCormick desires, and the Baltimore company now contemplates doing business with the Douglas Public Service Corp., of which Jay Weil is president. The territory served from New Orleans includes all of Louisiana, and lower Mississippi, southern Arkansas, southern Alabama, and northwestern Florida.

Two years later Mr. Furr went to Memphis and placed a stock with the United Warehouse & Terminal Corp., of which Horace K. Houston is general manager. The territory covered from the United takes in all of Tennessee, and central and northern Oklahoma, central and northern Arkansas, northern Mississippi, southern Missouri, southern Illinois, and southern Kentucky.

To these four warehouses the McCormick products now move in carloads and are thence delivered, via L. C. L. by rail or by motor truck, to the wholesalers who are the company's customers. For local distribution in Atlanta a stock has been placed with the Terminal



Building Business with Branch Warehouses

..... Here is visualization of McCormick's current territorial divisions with Memphis, New Orleans, Houston and San Francisco as the key cities where stocks are kept in public storages. Baltimore is the company's home city. Atlanta will be another key city—in a new territory when business warrants; a stock for local distribution is meanwhile maintained there. In Chicago, goods are lodged with a broker for the present. Canada is served from public warehouse stock in Toronto.

McCormick operates a subsidiary organization, McCormick & Co. (Canada), Limited, in the Dominion of Canada. Howell Warehouses, Ltd., acts as agents to manufacture, warehouse and ship McCormick products throughout the Dominion. This Canadian business is under the direction of McCormick's export manager, Conrado de LaMar, and the Canadian company is the most recent addition to the "McCormick Family."

THROUGH the use of four public warehouses in Houston, San Francisco, New Orleans and Memphis, Mr. Furr has proven to his company's satisfaction the basic soundness of the idea so long advocated by the public warehousing industry—namely, that there is economy in intelligent utilization of public warehouses as the shipper's branch

houses. On this point, we quote Mr. Furr:

"We are faced with the problem of getting merchandise to our customers as promptly and economically as humanly possible. To do so necessitates the carrying of complete stocks of our merchandise at certain strategic points throughout the United States and Canada.

"Because of the number of items in the line, the amount and value of stock carried at each point are rather large. Knowing that a responsible organization such as a public warehouse is responsible for the safe-keeping of the merchandise is a distinct advantage over carrying this liability ourselves through our own branches.

"Our business is seasonal, to a certain degree, and orders do not always flow into the branch in the same quantity each day. We require that all orders be shipped the same day they are received, and a public warehouse has an organization flexible enough to place sufficient help on the account at all times in order to complete shipments, and yet not burden us with labor charges when there is little work to be done.

"The whole story of branch stocks, as

far as we are concerned, centers around the ability of the branch to handle orders quickly and economically.

"So far public warehouses have been able to reduce our overhead expenses, as their trained personnel can handle our account along with others, while we would need our own managerial force for a company-operated branch.

"As long as public warehouses are in a position to handle our account as they do now, we will continue to have them handle our account.

"We pay a just rate for the service performed, but because of the number of items in the account, the various sizes and shapes of containers, it is impractical to handle the account on a per package basis. If the present tendency to itemize and separate and invoice separately each operation performed by a public warehouseman is followed out, the cost of handling an account such as ours will be excessive because of the unwarranted and unnecessary detail that the public warehouseman and our company will be put to."

IN distributing goods through public warehouses Mr. Furr has developed a credit, or "preferred customer", system.

Each branch warehouse is provided with a list of wholesalers who, doing business in that particular territory, have satisfactorily passed a credit test with the McCormick home credit department in Baltimore. An order from such a "preferred customer" is unhesitatingly filled out of warehouse stock.

Other customers cannot get deliveries except on order to the warehouse from the credit department in Baltimore.

Seventy McCormick salesmen "work" the four territories. In the Memphis district, for example, the salesmen number each order sent to the warehouse. When an order for delivery reaches the warehouse for a customer not on the preferred credit list to whom goods have been sold, by Salesman Jones, his Order No. 60 sent to the warehouse holds the goods pending Baltimore's credit release. A copy of the order is sent to Baltimore by the salesman at the same time that copies are sent to the warehouse. If the customer's credit satisfies the credit department, a telegram reading "Release Jones sixty" is sent to the Memphis warehouse, which acts accordingly.

McCORMICK requires, from the warehouses, daily reports covering receipts, damages, deliveries, etc.

The company supplies its own forms for this service, and they are sent to the warehouses by the salesmen taking the orders from customers. Each form is in six copies. The salesman retains one copy for himself; supplies one to the customer; and sends a third to Baltimore. Three copies go to the warehouse—one for the warehouseman's own files; one for forwarding to Baltimore, as delivery notice; and the third for forwarding to the customer by the warehouse, along with the bill of lading after shipment has been made. The second of

McCORMICK & CO. INC.

BALTIMORE, MARYLAND

NEW YORK, PITTSBURGH, PHILADELPHIA, MEMPHIS, NEW ORLEANS, HOUSTON, SAN FRANCISCO, TORONTO, CAN.

[illegible]

Order Form

.....This is arranged in sets of six with carbon sheets between. The McCormick salesman forwards the first (or top) form to Baltimore. The second (which is pink) is sent by the salesman to the warehouseman and serves as the "Warehouse Delivery Order." The third (yellow) also goes to warehouse, and latter forwards it to Baltimore as Report on Shipment. The fourth (gray) is the customer's copy. The fifth (gray) is the salesman's copy. The sixth (or bottom) copy (white) is sent to customer by warehouse along with bill of lading when shipment is made.

these last three forms should precisely check with the copy which the salesman meanwhile has sent to Baltimore.

ONE major reason why McCormick finds the use of branch warehouse advantageous is that the company's products are reasonable, shipments running heavier in certain seasons than in others.

Prior to adopting the branch warehouse method, McCormick found it was spending good money maintaining certain branches, as in Houston and San Francisco, with consequent salaries, rents, overhead and other expenses which were eating up profits in the territories.

By using branch warehouses much of this expense has been eliminated; McCormick pays only for space occupied, which runs lighter during certain months of the year, and for the warehouseman's services which are variable according to the peaks and valleys of business done.

Also, it is McCormick's experience

that Mondays and Tuesdays are the week's heaviest days for deliveries, owing to week-end orders sent in by the salesmen. Customers want immediate deliveries on these orders, and the branch warehouse is qualified to make them; whereas under the former system the goods sent L. C. L. from Baltimore did not reach the wholesalers for some time.

BROOKE E. FURR was born in Washington, D. C. He started with the McCormick organization in 1925 as a clerk and then was transferred to the advertising department. Meanwhile he continued his studies and earned his B.S. degree at Baltimore College of Commerce. Recently he became a certified public accountant. He is a past chairman of the McCormick Junior Executives—that board of sixteen young men who hold their own meetings, discuss the company's problems, mull over new ideas, and present the brighter ones to the president of the McCormick Senior

board of directors for acceptance or rejection. The use of branch public warehouses has proven to be one of the acceptable ideas, and it was Mr. Furr's own. Not long ago he was awarded the coveted "President's Award" button—given for meritorious work.

Of this youthful executive, *Bee Lines*, the McCormick house organ, recently said:

"When he isn't live-wiring on his job, you'll find him at his hobby—the wheel of his car, in which he is constantly taking trips hither and yon. While he is at all times a most agreeable fellow and has a charming smile—(sh-h-h! the girls in the office just adore that smile)—there is about him a certain sternness that gives the impression that he means business. Well, he does."

Mr. Furr's hobbies include also golf, tennis and swimming. He is unmarried, plays a mean game of bridge, and "dances divinely," according to *Bee Lines*—which adds: "but he can't sing!"

It Is More Profitable to "String Along" with the Railroads Rather than with the Trucks

By the President of a Southwest Warehouse Company

THE warehouseman who tries to "string" with both the railroads and the truck lines is attempting to straddle a pretty high, wide and well-barbed fence. He is putting himself in the position of being neither beast, fowl nor fish.

A few men have succeeded in "playing to both sides of the board," but more and more of them, particularly in the West and Southwest, are reaching the conclusion that it just can't be done. Their principal problem is to decide which side to take. Both positions obviously have their advantages and disadvantages. Personally, I favor the railroads.

With the exception of one run where a truck line can give overnight service as compared with four to five day service by rail, I've never voluntarily shipped anything by truck.

Of course if a customer demands truck service, we never dispute his choice; but where the decision is left to us, we always select rail service.

The policy has made us plenty of revenue that we could never have gotten in any other way, for trucks simply aren't in a position to turn the warehouseman nearly as much business as are the railroads. For instance, in our town of only 100,000 population, we last month handled 2,698,000 pounds of car lot business alone.

We didn't go into this thing blindly. Several years ago, well-known authorities in the field gave the opinion that warehousemen had to tie up with truck service if they were to stay in business. We digested those opinions thoroughly. We went as far as to make definite

THE writer of this thought-provoking article is a successful merchandise and household goods storage operator in a city with 100,000 population and is a member of two of the industry's major trade associations. For obvious reasons he does not want his identity disclosed here.

plans for a truck terminal at our warehouse. Our idea here was to overcome the hazards of unreliable truck transportation by being able to select our own lines and work closely with them. But further investigation convinced us that even with this arrangement we would lose more in cartage and packing revenue than we could hope to gain in additional storage business. We abandoned that project and put our whole support behind the railroads.

All down the line, the policy has meant a world of business for us that we could never have gotten from any other source. We have one railroad which gives us better than 100,000 pounds per month in l.c.l. with other items corresponding.

It isn't a sentimental proposition at all with us. If we could see where the truck lines would do us more good than the railroads, we'd change our allegiance overnight. We recognize fully the fact that the railroads have been wrong about a lot of things, and still are. The en-

trance of trucks into the transportation picture has been like a dose of bitter medicine for them—hard to take but good for their future health. But, the fact still remains that the railroads are buttering our bread.

If we could see our way clear to work with both factions, we would certainly do so. But that's not "in the cards." Its only possible result, in our town at least, would be a major loss of business from both mediums.

Since we selected the railroads for our support, we have worked with them in absolutely every way possible. We have given them some mighty "plain talk" advice on several matters—but they appreciated it and took full advantage of it.

For instance, one afternoon one of the "head men" for a local railroad branch walked into my office and proudly displayed a new and extremely complicated rate schedule. I told him flatly that he and his company were both fools to expect a shipper to hire a man to figure out what it would cost to send a shipment to a given point when they could get the information in a matter of seconds by telephoning a trucking office. The local representative recommended a new commodity rate which we suggested and in a few days his home office had adopted it and put it in effect throughout the Southwest. That one change brought us a lot of wholesale grocery business.

We have cultivated the acquaintance of every local railroad employee, from the "big boss" down to the switchman in the yards behind our dock. That switch-

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In the distribution field

Truck Body Insulation Is Becoming a Necessity*

By JOSEPH F. SHAGDEN
Ing. A. M. M.

Refrigeration is a factor in
selling warehouse service

STORAGE and distribution of merchandise are essentially service, and the standards of service demanded from warehousemen in these days of economic turmoil have increased and are changing rapidly.

First, *speed* dominates the picture. Every operation has to be done quickly. Rush is the general password. Gone are the days of the leisurely horse-drawn vehicle.

Second, *specialization* has entered the field and has displaced the general handling of all merchandise in the old fashion. Each kind of goods is dealt with to fit its own characteristics.

Third, *diversification* has increased enormously. Instead of being the exception, as it was a quarter-century ago, a variety of goods is offered to all classes of consumers. The seasonal character of certain types of merchandise has practically disappeared in certain trade centers. In New York, for instance, the food markets offer fruits all year around. Time was when kings could not buy them at moderate prices.

The motor truck alone, or its combination with the railroad car, furnishes the current answer to the distribution of the nation's products. Its vogue began with the appreciation of the speed of its service which is today fully instituted by its reliability and economy of operation.

Refrigeration furnishes the key to demands for specialized and diversified service, to fit the requirements of each product and to protect against attacks by climate.

In Alaska, nature takes care of the freezing for most of the year. In Brazil, it is an all-season problem. In the United States, the necessary information has been collected by the Weather Bureau of the Government. We know the highest, average, and lowest temperatures of the major market centers across fifty years. We know, therefore, what to expect in the future. Anybody interested can consult the records of the cold days, the blizzards, hurricanes, cloudy days, rainy days, "fair and warmer" days, hot days, and dog days, in New York or Florida.

This information is usually condensed in the form of charts such as the one on page 17. The temperatures are plotted on the horizontal lines; the number of days on the vertical. In the temperate zone the predominating temperatures are between 50-70 deg. F. with plus 10 deg.

* Copyright 1935 by the author.

The Purpose of Insulation

The use of refrigerants precludes the open-style body. It makes inclosed construction necessary—which raises the question of insulation.

The purpose of any insulation is to oppose the heat transfer so as to save refrigeration costs and reduce operating

and 90 deg. as ordinary limits. Extremes, such as plus or minus 0 or minus 10 deg. or plus 100 deg., are usually of short duration—a few hours or so.

The nature of the products determines the degree of refrigeration required. Each article is analyzed to determine the conditions reducing spoilage to a minimum and increasing preservation to a maximum. The most popular beverages are milk and beer. The *per capita* consumption of milk is about 100 gallons a year, and of beer some 10 to 12 gallons. Both of these liquids are unstable and perishable, but keep well if between 35 deg. to 45 deg. F. For transportation, these limits are recommended. Ice creams demand lower temperatures—below the freezing point of 32 deg. F. in the range of 5 to 10 deg. F. to assure hardness and proper serving. Meat and fish demand temperatures different than those for vegetables and fruit. The latter need special care when ripening in transit. (For example, bananas.)

Cold is produced by a refrigerant that must suit, in its application, the details of overall efficiency and economy. Ice is the oldest, most common and most important refrigerant. The use of natural winter ice dates back to the dark ages of history; while refrigeration by artificial, or scientific, means is less than a century old. Professor Carré, the pioneer, is dead about sixty years; Professor Linde passed away only two years ago; and Dr. Claude is still very much alive.

The use of mechanical refrigeration, by means of brines and compression of CO², SO² or NH³ spread since 1900, first slowly, then rapidly, to ships, packing houses, warehouses and terminals, all over the world. As an individual, Mr. Consumer contacted the old ice-box since about 1900 and the modern electric-gas refrigerator since 1920 in domestic units and sizes. Carbonic acid in dry form remained a curiosity until about 1923-25; since then it has made surprising headway because of its remarkable properties in the transportation field.

During the past five years, new refrigerants, or old ones in new form, have appeared on the market. Ice chips, ice flakes, ice cubes, brine mixtures, frozen salt, etc., are disputing the favor of this or that appliance where their outstanding feature gives them an edge over a competitor.

THE writer of this article is internationally known as an authority on heat and cold insulation. He is the author of several standard reference books on the subject and writes extensively for business magazines.

expense. Insulated truck bodies were considered a novelty a decade ago—desirable, but of doubtful value. Today they are not only justified, but positively necessary. Non-insulated truck bodies are a random waste; and, as can be shown by figures, more expensive in overall costs of operation.

The most convincing proof that a

properly insulated truck body pays for its cost of installation is the actual operating cost compared to that of non-insulated units. The savings are three-fold—(a) refrigerant; (b) spoilage of merchandise; (c) better quality and service. It appears that the customer pays for the insulation whether the truck is equipped with it or not. Waste carries its own retribution on its back. The common sense of the problem is obvious enough not to require figures. The amount of spoiled foods within the nation is an indictment of an almost criminal neglect, particularly in transportation of vegetables, fruit, and other perishables.

The experience of the past few years points clearly toward ultimate adoption of the insulated body on all refrigerated trucks. The days of the open crate type bodies are definitely numbered. Gone already are most of the wagons with their heaps of steaming salt and ice and their dripping trails of brine. Gone are the open meat carts with their free displays of pork and beef and mutton. Gone are the open grocery vehicles and the open beer wagons. Instead, we see the spic and span and shining ice cream delivery trucks, the appetizingly clean and cooled meat trucks, the covered inclosed bodies of packaged groceries, and the covered beer trucks.

Why all these changes? Because they give better service at lower cost. There is no use of hiding the head in the sand and pretending not to see the truth of the situation.

Insulation is an economic as well as a technical necessity of recognized value.

Hence, all interested in transportation—manufacturers as well as users of trucks—should be thoroughly familiar with all details of heat transference and its practical application to hot and cold insulation.

Fundamentals Are Simple

The fundamentals are in reality quite simple and lead to surprisingly definite conclusions. The temperature of every substance, as measured by the ordinary thermometer, represents the degree of molecular energy of the substance.

If two bodies face each other and are at the same temperature, no exchange of heat energy takes place, just as no water will run from one tank into another connected tank when the level is the same in both.

If a body at a given temperature faces another at a lower temperature, the first body will radiate heat energy to the second, thus cooling the one and heating the other. The temperature of the one will fall while the other rises.

Radiation of heat occurs even if the two bodies do not touch and are far apart. The sun heats the earth millions of miles away. Heat rays can be compared to the shooting of tiny microscopic projectiles of energy traveling in straight lines at the terrific speed of 185,000 miles per second, compared with which the velocity of a bullet leaving a

Insulation of truck bodies can be made to pay handsome dividends. Ask the packers and the milk companies—they reap now the benefits of their foresight.

gun (some 10,000 feet per second) is a trifle; and the fastest airplane flight (350 miles an hour or 1/10 mile per second) a standstill.

Just as the bullet leaving a grooved gun rotates on its axis while proceeding on its way, the energy projectiles vibrate in definite rhythm as they radiate from one body to another.

By studying the nature of these vibrations it was found that the temperature, or heat level, determines their wavelength as well as their intensity. The sun, for instance, which has a surface temperature of around 10,000 deg. F., emits a full sequence of rays (similar by comparison to a full orchestra in music) vibrating from 50 billion to 1,000 billion each second. The human body, having a uniform temperature of about 100 deg. F., radiates a sequence of rays vibrating from ten billion to 100 billion times each second.

When a bullet hits an obstacle it either penetrates into or ricochets away from the surface. The same happens when a heat-ray emanating from a high temperature body reaches a lower temperature surface. Either the energy penetrates into the body and is absorbed by it and raises the temperature; or the energy bounces off the surface, being

reflected off its course, and therefore does not raise the temperature of the body.

The nature of the surface, not the body itself, determines how much of the heat energy is reflected and how much is absorbed. The surfaces of ordinary materials such as stone, paint, plaster, cloth, wood, rough metals, absorb 85-95% and reflect only 15-5% of radiant heat. Smooth, brilliant or dull metallic surfaces, on the contrary, absorb only 10-15% and reflect about 90-85% of the heat that strikes them.

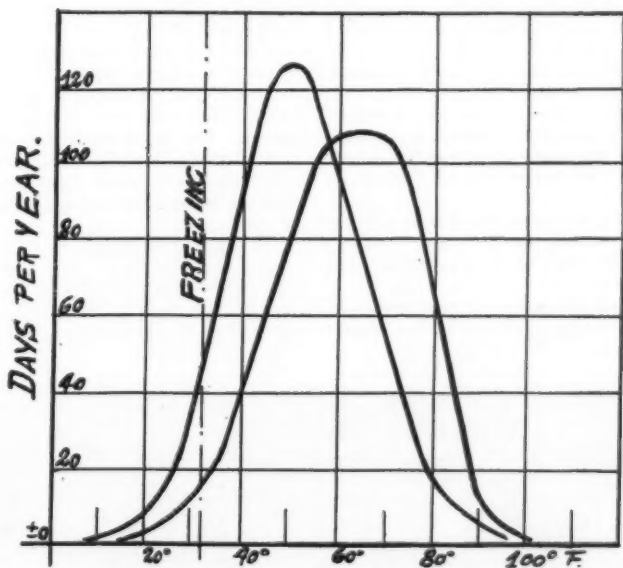
It follows, therefore, that such surfaces offer great heat-resistance because they practically refuse to let the heat enter the body. Their surfaces act like guardians at the door. They are *de facto* insulators. Hence thin metallic sheets, rolled smooth so as to have great reflective qualities, present the paradox of being good conductors of heat and yet offer a great resistance to heat.

When two bodies face each other, the intermediary space is usually filled with air. The billions of tiny heat projectiles radiating from one body to another push some of the air out of their way, and by repeated shocks and frictions this air is heated. Part of the radiated energy is diffused by jumping upon the air molecules and riding around on them as though on horseback.

As the molecules of any gas are in very active movement and subject to currents and cross-currents, this type of heat transfer is called *convection*. The air or gas conveys the heat which follows the movements of the vehicle.

What is the proportion of the heat transfer by radiation by convection? Of the total heat loss, the radiation part constitutes from 50 to 75% depending on the temperature—half for low tempera-

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TEMPERATURES VS. DAYS in VARIOUS CLIMATES.

A United States Weather Bureau typical chart which is prepared to plot temperatures in major market centers.

Necessary properties of

Insulation for Refrigerated Truck Bodies

By C. HUNTER LINDSAY
Dry-Zero Corporation, Chicago

A COMPARATIVE rarity only a few years ago, the refrigerated truck body is now an indispensable link in the long chain of transporting perishable foods from producer to consumer. The development of the efficient refrigerated body of today could not have taken place without the development of light, efficient, and permanent insulation for the walls, roof and floor of the body.

Insulation for a refrigerated body must be light. Increasingly stringent State and municipal laws and ordinances have cut permissible gross weights greatly, and dead weight has had to be cut to a minimum in order that payload may be large enough to prove profitable to haul.

Inasmuch as an insulated body necessarily weighs more than an uninsulated one, due to additional framing, lining, etc., it is necessary that the insulation used be of light weight.

CONSIDERABLE loading space may be saved, moreover, by using an efficient insulating material, a given thickness of which is equal in refrigeration protection to a greater thickness of an inferior insulant. Inasmuch as insulants vary as much as 50 per cent in thermal efficiency for a given thickness, it is possible to increase the loading space several cubic feet by using the most efficient insulating material.

Above all, the insulant used in refrigerated bodies must be permanent. It must not be subject to settling, deterioration from moisture absorption, odors, or decay. It must give maximum efficiency for the entire life of the equipment.

Thus, the three requirements for refrigerated truck body insulation are light weight, high thermal efficiency, and permanence.

It is generally accepted that the blanket or pad type of light, flexible insula-

tion is the best for sidewalls, doors and roof of refrigerated bodies. Such materials as possess a natural and permanent resilience expand and fill all available space. Under the inevitable rack and weave that is present in all bodies in use, no matter what their construction, such materials, if non-hygroscopic, maintain the original efficiency of the body indefinitely.

For floor insulation either the flexible type or the rigid type of insulation may be used. Due to the fact that the latter type, although far heavier than the former, has more resistance to compression, lighter floor framing may be used, so that the overall floor weights are usually in the same neighborhood in both cases.

In any refrigerated structure, the entry of water vapor into the wall from the warm, comparatively moist outside air is a problem to overcome. This is no less true in refrigerated transport than

More than this, the cutting down of dead weight by using a very light insulant saves wear and tear on the equipment and cuts fuel, oil, and tire costs to a large extent. On a vehicle averaging 20,000 miles a year, each 100 pounds which can be cut from dead weight represents a saving of 1,000 ton-miles a year.

This means dollars and cents saved for the operator.

Besides being as light as possible, the modern truck body insulant must have the highest possible efficiency in stopping heat flow into the body. The more efficient the insulating material, the less refrigerant is required to hold the necessary temperatures.

This becomes increasingly important as the modern refrigerating mediums such as dry-ice, mechanical refrigeration and eutectic brine solutions become more and more widespread in use.

in cold storage warehouses. Inasmuch as there is no way of making the exterior shell perfectly vapor-proof, there are three things which must be done to conquer the moisture problem.

The first of these is to reduce the vapor entry through the exterior shell to the lowest possible point. A continuous metal sheathing, welded at all joints, is the most perfect barrier to passage of water vapor. As this is generally too expensive and impracticable, the next best way to seal the exterior is by means of a high grade water-proof paper under the outer sheathing. The joints of this paper—and, indeed, the joints of the outer sheathing as well—should be thoroughly sealed with hot or emulsified asphalt.

The second thing is to use an insulating material which is most resistant to moisture absorption. When water vapor enters the outer shell it passes through the insulation to the cold side of the wall, where it will condense on the outer side of the cold inner-liner and in the insulation adjacent to this liner. If the insulant is absorptive, it will absorb this moisture and more water vapor will condense. Eventually this moisture saturates the insulation and the efficiency of the wall is no more. However, if the insulant is non-hygroscopic, this moisture will not be absorbed into the material and the efficiency of the wall remains permanently high.

The third thing is to leave the inner-liner relatively open, so that any moisture in the wall may pass into the re-



Dry-Zero refrigerated test unit and trailer on General Motors chassis, with Frigidaire units for refrigeration.

refrigerated compartment and condense or freeze on the cooling element (ice bunker, coils, etc.). If the insulating material in the wall is of the light blanket or pad type of non-hygroscopic material the water vapor will readily pass on through the insulation, through the inner-liner (if it is left permeable) and deposit itself on the cooling element.

(If, on the other hand, the insulant is a dense and hygroscopic material, such a procedure is of very little value.) Generally the boring of small holes (3/16-inch) on about six-inch centers around the top of the inner-liner wall is sufficient to allow moisture in the walls to be dehydrated by the above procedure.

While modern refrigerated truck

bodies have by no means reached perfection, still they are far superior in every way to the occasional lumbering refrigerated behemoth that was only occasionally seen on the streets no more than a few years ago. And the development of insulation that fulfills the foregoing requirements has played no small part in this progress.

Truck Body Insulation Is Becoming a Necessity

(Concluded from page 17)

tures from 50 to 150 deg. F., and three-quarters for higher temperatures of 800 to 1,000 deg. F. The convection loss in still air is the balance—50 to 25%. In air currents—wind, moving vehicles—the convection loss is greater and the relative position is 40-50 for radiation; 60-50 for convection.

Liquids Convey Heat or Cold

Liquids also are used to convey heat or cold. Brine solutions and hot water are well known examples of that property. Compared with gases, their mobility is less and their density greater. Pumps are used to give them directional movement in pipes and containers. In tanks, their relative circulation is less than that of gases, and often mixing devices are required to assure equalization of temperature.

When heat travels by contact, it is called conduction. All substances conduct heat; but some facilitate the transfer by contact. Others offer resistance. Most gases are poor conductors, as carbonic acid. If confined, they are good insulators. Liquids are medium conductors. Water is the unit of comparison. The solids are subdivided—poor conductors, such as stone, wood, rubber, fibres; and good conductors, such as metals and alloys.

Insulating materials offer strong resistance to heat transfer. They are usually formed by a combination of substances of which air, the cheapest and best of the "poor conductors", is a major ingredient. This air is entrapped so as to be motionless. It follows that most insulators are porous in texture. The ratio of air-material is usually 60-85% by volume. The average commercial insulator weighs 5-20 lb. per cu. ft. The substances most commonly used are tropical wood, wood bark, wood fibres, vegetable fibres, mineral fibres. Moulds, or blankets, are made to suit the materials. If metals are used as reflectors, 98-99% of the volume is air.

Nature's method of solving its insulation problem is shown in the construction

of birds, which have high body temperatures—more than 100 and up to 120 deg. F. in some species. Their bodies are superbly insulated by feathers, the lightest and most efficient protector known. The same applies to cork which, as bark, protects the trees in arid climates.

Life is not possible without water. Water creates a serious insulation problem in connection with refrigeration. Because water condenses from vapor to liquid at any temperature and freezes at 32 deg. F., it creates dirty, messy, corrosive, unsanitary side effects in the enormous changes in conductivity from a poor conductor as vapor to a fair conductor as liquid and a good conductor as ice. (Snow is a poor conductor because of the entrapped air in its blanket.) The changes in volume add to the difficulties, which are usually solved by providing all insulators with covers, skins or shells which avoid interference by water in any form.

Essentials in Body-Building

The practical body-builder applies the fundamental facts herein reviewed and merges the contradictory properties of the various materials into a satisfactory overall design. Three essentials confront him:

1. Insulation value—the summation of the previously explained factors and contributing elements.
2. Mechanical strength—design—strong statically and dynamically, durable, vibration proof, of suitable weight.
3. Appearance—cleanliness, advertising, neatness, color scheme. (Customers do see the trucks moving along the streets. They are often the only display-medium of the merchant who owns the goods.)

These various angles of approach to the insulated body problem are easily sifted in specific applications. An ice cream body for dry carbonic acid presents a different angle than a meat body for a butcher supply house. A fish body is again different from a body suited for cooked, packaged delicatessen meat. A milk body is different from one wherein vegetables are to be shipped.

Insulation in warehouses does not compare to insulation on truck bodies, mainly because of the weight question. Warehouses are anchored to their founda-

tions; hence volume, bulk and weight are of secondary consideration; while in trucks, dead weights mean dead losses. The railroads have been suffering from this disease for years. Only during the past five years, have these large service organizations realized that there was no money in the circulation of dead tonnages around the country. It is fortunate that the truck body-builders never labored under that illusion. Their industry, on the contrary, pioneered light weight constructions. Doors with their frames are the greatest enemies to feather-light designs.

Better Service Will Develop Prestige

As most real service is given by cooperation, the warehouse operators have a real stake in proper trucking radiating from their terminals. This applies particularly to the refrigerated, hence insulated, trucks, because they handle perishable, delicate goods—mostly foods.

The warehousemen, knowing from their own experience the contributing values of insulation, can influence the truck operators by preaching the gospel of truth for their own good. This will not be charity, but rather a hard-headed but long-handed business policy. Service reaches further than responsibility. Better service means reputation, prestige. All successful enterprises are closely interlinked with these intangibles.

Also, the insurance angle in the distribution from warehouse to retailer or consumer—certified transportation—can be given only with properly designed, insulated truck bodies. As a selling factor, such a policy will hit the top.

In conclusion, it may be emphasized that we have not reached the end of the trail of development. Further avenues of progress are ahead. Refrigeration of goods and atmosphere is often only part of many difficulties. There are other factors which cannot be utilized until the inclosed insulated truck body is the accepted standard in the distribution field.

Insulation of truck bodies signifies better service — and more profit.

Insulation of truck bodies opens immediate employment for hundreds of skilled workers.

Truck Body Insulation with Steel

By E. M. NEWTON, JR.

American Flange & Manufacturing Co., Inc.,
New York

STEEL is a basic element in our existence today. As we look around us, we find countless examples of this fact. Huge skyscrapers, bridges, massive locomotives, and the modern automobile all depend on steel for their efficiency and strength.

Prevailing mass types of insulation are comprised of various fibrous substances, mainly vegetable in origin. Certain types of mineral fibers are also in use which retain the same characteristics as the vegetable types.

All mass or fibrous insulants are subject to deterioration by moisture, vibration and settling. They promote the growth of bacteria and absorb and retain odors. These are their common defects.

Modern science is ever seeking the answer to the problems presented by industry.

After exhaustive laboratory and actual operation tests, science has found that steel again proves its versatility in becoming the most efficient thermal insulant. Thinly rolled non-corrosive steel sheets, so mounted as to enclose air spaces, have shown the lowest factor of conductivity of any insulant available.

Tests conducted at Armour Institute of Technology in Chicago and at the

American Sheet & Tin Plate Corporation in Pittsburgh, show steel insulation to have a conductivity factor of 0.22.

Upon a presentation of the underlying principles which render steel insulation so effective, one wonders that it was not discovered years ago.

The ability of steel as a reflector of heat has been overlooked for many years. This was mainly due to the belief that bright polished surfaces were the best heat reflectors. Heat in this case was confused with light.

In the accompanying diagram the electromagnetic spectrum of radiated energy is shown.

Zone A, comprising the wave lengths from 0.8 to 400 microns, is the infra-red or "heat zone." These rays transmit heat energy. By reflecting them with thin steel sheets, 30 per cent of the total insulating efficiency is achieved. The remaining 70 per cent is classed as convected heat.

In brief convected heat is heat transmitted by physical means from molecule to molecule. An air space in which circulation of the air molecules is minimized becomes an excellent means of retarding this convected heat.

Thus we see that elementary princi-

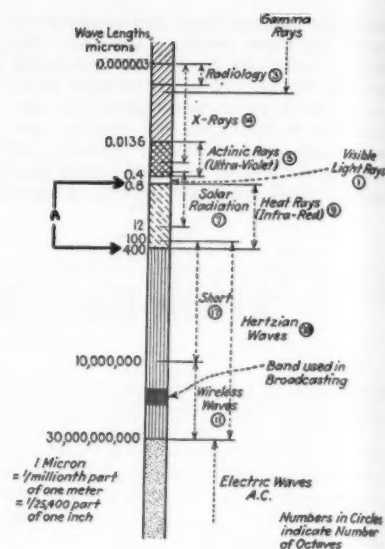


Diagram showing electromagnetic spectrum of radiated energy (see explanation in accompanying text).

ples of physics when properly applied render steel an extremely efficient thermal insulator.

The efficiency obtained, together with its immunity from moisture, settling, bacteria and odors, enables steel effectively to overcome the insulation defects which stand as drawbacks to economical refrigeration.

Cold Storage Walls

The wall of a cold room is one of the most difficult types of insulated construction to analyze from an efficiency angle.

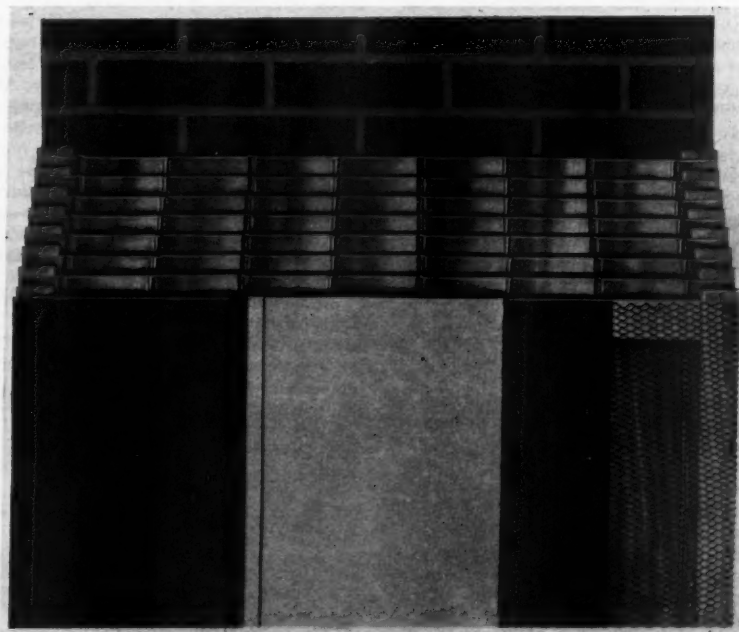
It is virtually impossible to get into the insulation and examine it, and as a result the majority of users do not realize, until power costs begin to rise and the desired temperature becomes more difficult to maintain, that the insulant has become prey to the arch-enemy of all mass types—"old man moisture."

Produce handlers are faced with an additional problem—that of sanitation. Here again steel comes to the fore; as, in its non-corrosive form it is impervious to moisture, bacteria, and odors. From an efficiency standpoint, steel insulation may be safely said to offer the highest insulating value of any insulant and to maintain this high value indefinitely.

An accompanying illustration shows a typical section of a steel-insulated cold storage wall. The arrangement of the sheets with the separating air spaces will be noted. The plaster interior finish shown is not obligatory, as any type of finish may be employed with completely satisfactory results.

An additional feature of this type of wall is its non-combustibility. It is a well known fact that steel will not burn, and will retard combustion.

Upon a thorough check of these inherent qualities, any cold storage oper-



Typical section of a steel-insulated cold storage wall. The arrangement of the sheets with the separating air spaces will be noted.

ator will agree that steel offers the answer to lower upkeep cost and better protection of contents.

Refrigerator Truck Bodies

Insulation has always been the greatest source of grief to operators of refrigerated transport units. Any cost-minded operator will agree on this point upon recalling the condition of mass or vegetable type insulants after undergoing the strain occasioned by normal operation.

Soggy from moisture infiltration, vibrated out of place and in many cases mildewed and rotted out, it is no wonder that insulation has become a sore subject with the man who pays the bills.

This has not been the fault of either the manufacturer or the user of this equipment. With a few exceptions every piece of refrigerated equipment in use may be said to utilize to the best advantage the types of material available.

The effort to get away from the use of mass insulators started with the advent of the foil type. This type had certain superiorities over the fibrous material, but unfortunately was extremely affected by vibration, and pinholes resulting from rolling and application rendered the air spaces ineffective.

The other illustration presents a cutaway section of a refrigerator truck in which the application of steel insulation is pictured. The separating framework has been removed to allow an unobstructed view of the insulating sheets.



Cutaway section of a refrigerator truck in which steel insulation has been applied.

Upon a review of the various drawbacks presented by prevailing insulants to the user of refrigerated transports and the characteristics of steel as an insulator, the natural conclusion is that steel insulation heralds a tremendous step forward in refrigerator truck design.

By eliminating the two destructive factors, moisture and settling alone, steel has a definite advantage over other types; but in combining these qualities with the highest degree of efficiency, it

becomes the outstanding insulation for transport work and suggests the phrase "refrigerators of the future will be out of date unless insulated with steel."

The writer has endeavored to present the facts concerning steel insulation in a direct comparison with the mass types. To some the performance data may be hard to visualize but is merely the result of exhaustive tests both executed and witnessed by the writer, and by some of the country's foremost engineers, over a period of more than three years.

Truck Body Insulation with "Metallation"

THE increasing use of refrigerated trucks for the carrying of perishables has focused attention of truckmen on the problem of proper insulation. Load weight and storage space are vital considerations in installing insulation in trucks and for this reason many truck body-builders have been turning to the use of Reynolds "Metallation", a bright aluminum foil insulation which adds

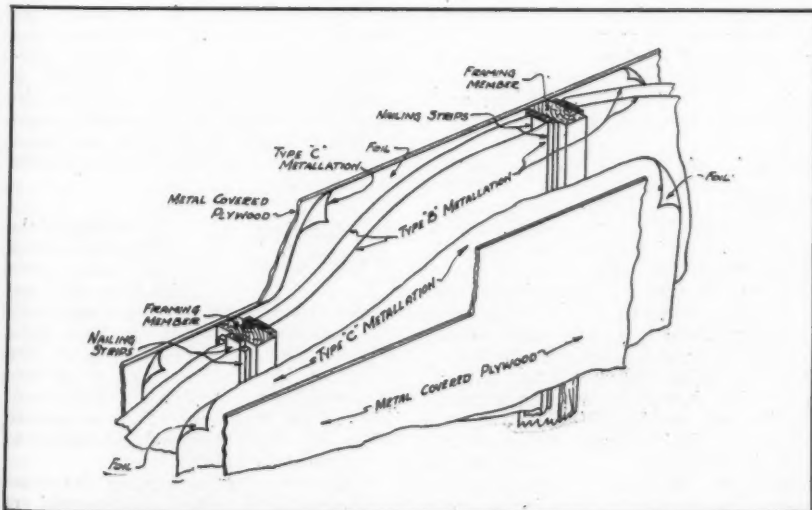
only 300 pounds to the load weight of an ordinary trailer. "Metallation" is so thin that it requires no appreciable storage space, and yet is claimed to be so efficient as to reflect 95 per cent of all radiated heat striking its exposed surface.

As "Metallation" is not bulky it is easy to apply at a minimum of cost. The methods of application vary, but the

usual practice is to apply "Metallation" to the inside walls of the trailer facing two walls of "Metallation" which are nailed to the framing members with air spaces in between. As a great deal of cold escapes through the floor of the truck, it has been found effective to construct the floor of light Inso board in two or three layers with foil between and cover this base with a layer of 24-gauge metal. This provides a solid foundation for the load through which the cold loss is negligible.

An idea of the efficiency of "Metallation" can be gained from the results of a test conducted by Transcontinental Carriers, Inc. Two identical trucks, one completely insulated with "Metallation" and the other not, were placed in the sun with the rear doors open and temperature readings were taken every hour. After several hours the readings were tabulated. It was found that there was a variance of 20 degrees in the readings, considered surprising because neither truck contained ice, the rear doors were open, and air currents were free to circulate within the trailers.

Tests such as this are declared by the makers to prove that "Metallation" is ideally suited for refrigerated truck insulation and that it will enable truckmen to keep low temperatures in their refrigerators regardless of what outside temperature may be.



Truck Body Insulation

With Cork

By E. C. LLOYD

Armstrong Cork Products Co.,
Lancaster, Pa.

THE subject of refrigerated truck body insulation is one on which there is little authentic information in spite of the fact that across the past ten years thousands of truck bodies have been built for hauling perishable loadings at sub-normal temperatures.

The problem of such truck body construction resolves itself into the following sub-divisions:

1. Provision for sufficient stiffness in the body to prevent weaving and consequent opening and to provide a framing for doors which will insure their permanent alignment and continue an effective and efficient door seal.

2. Provision for insulation of proper thickness, good structural strength, high thermal efficiency, long life, and light weight. This involves not only the insulating material itself but the supplementary materials used for insulation erection and their combination with the insulation to the end that a properly insulated structure may be provided.

Thickness of Insulation

Possibly the first question is the thickness of insulation required.

For any installation of insulation against heat the thickness required is a function of the cost of heat (refrigeration); the heat flow through the insulation; the cost of the insulation installed; and the temperature differential to be maintained.

Quite obviously, thicker insulation is warranted with a high refrigeration cost rather than with a low one. The more effective the insulation, the less thickness is required to give adequate insulation. The higher the cost of installed insulation, the less the thickness that can be economically purchased to cut refrigeration losses. And the greater the temperature differential to be maintained, the greater the thickness of a given insulation.

From the foregoing it may be seen that the problem of thickness is a somewhat involved one, but application of average costs and average conditions in the temperate zone has shown that from four inches to six inches of corkboard should be used on refrigerated trucks—the four-inch thickness to be on bodies which will operate at temperatures from 25° F. to 40° F., and the six-inch thickness on trucks operating between zero and 25° F.

The strength of truck body insulation should be such that it will reinforce the stiffening members and outside and inside finish and at the same time permit that the number of stiffening elements be reduced to a minimum. Normally the

presence of wood or metal members extending through the insulation at any point gives areas of ineffective insulation which result in excessive heat absorption and possible formation of condensation and frost with consequent deterioration of the structure.

The thermal efficiency of the insulation must be high, and the material used must be such that it will maintain the high efficiency indefinitely. Armstrong's LK Corkboard has a thermal conductivity of 0.269 B.t.u. per square foot, per inch thickness, per F. temperature difference, per hour at 90° F. mean temperature. Its ability to maintain this high efficiency has been demonstrated by the service of corkboard in low temperature work for the past forty years. The initial thermal efficiency is high and its proven ability to maintain high efficiency makes LK Corkboard outstanding as a truck body insulation.

The Life of Material

A most important consideration. Not only is the life of the insulation itself important but it must be remembered that with low temperatures and with truck movement there is a continued tendency for breathing of insulation, with the result that unless the insulation is properly selected and its erection properly carried out, the humid outside air will fill the insulation space with moisture; and, in the case of low temperatures, with frost. This not only lowers the efficiency but disrupts the insulation struc-

3. Proper correlation of insulation and framing to the end that the completed truck body will give high efficiency and long life and provide a maximum of refrigerated service with a minimum dead weight commensurate with its long time high efficiency.

Point No. 1 is distinctly the problem of the truck body-manufacturer whose experience qualifies him to give authoritative information on the type and strength of framing necessary for various loadings, road conditions and service required.

The furnishing of proper insulation is just as distinctly the part of the insulation supplier as is point No. 1 the problem of the body-builder. Therefore this discussion will dwell particularly on point No. 2 and at the same time indicate where the insulation-manufacturer may do his part to bring about the correlation required in point No. 3.

ture and results in its early failure.

To give long life, the insulation should be carefully and well fitted between the structural members and applied in a hot asphalt. The hot asphalt in this case serves as an adhesive which possesses enough elasticity to come and go with the movement of the truck and at the same time to fill such spaces as might present locations for the lodgment of condensation and ice.

Light weight is an essential initially, and again it must be pointed out that the weight of the body must not be subject to increase because of condensed moisture. The weight of LK Corkboard, ranging as it does from .55 to .65 pounds per board foot, gives an extremely light weight; its proper application assures a continuance of the light weight indefinitely, and the structural strength of corkboard in combination with the stiffening members gives an overall weight for the insulated body which provides a minimum dead weight for the finished insulated body.

The Building of the Body

corner framing, which in turn will carry the structural frame of the sides, ends, and top. As mentioned previously, the design of this important part of the body is something for the decision of the truck builder and such suggestions as may be made here are simply offered subject to revision by the builder.

The bucks for supporting the doors and posts for the side finish material are

The building of the refrigerated truck body begins with the floor sills and

erected on the bottom framing. The door bucks must be of sufficient strength to support the doors rigidly, and the posts for the side walls will to a large degree depend on the type of insulation used. With LK Corkboard, 2 by 2 oak posts should be placed in the sides and ends on 20-inch or 26-inch centers. This permits of the installation of an 18-inch or 24-inch board between the posts.

Prior to insulation, however, the complete framing is put in place and the outside finish of the truck erected on the frame. Ordinarily it is the practice to provide the frame for the top independent of the sides so that the top may be put in place after the inside has been insulated and finished.

In the construction of side walls, the posts used extend through the first course of insulation and it is the practice in some cases to provide posts in the second course of insulation staggered with respect to those in the first course in order to give support to the inner lining of the truck.

Specifications Are Suggested

are as follows:

Floor: The sub-floor shall be first covered with a layer of waterproof paper lapped 3 inches at the joints and tacked into place. On this paper shall be erected in hot asphalt a course of 2-inch (3-inch) Armstrong's LK Corkboard which shall be carefully fitted into place. A second course of 2-inch (3-inch) Armstrong's LK Corkboard shall be erected over the first course and the whole surface flooded with hot asphalt, using not less than one-half pound of asphalt to the square foot of surface.

Side Walls: The corkboard for the side walls shall be carefully cut to fit between the upright posts and after fitting; the one face and two ends of the sheet shall be dipped in hot asphalt, and the board forced into place between the posts while the asphalt is hot. Care must be taken to assure that the heated as-

phalt is in contact with the outside finish sheet; and further, the inside face of the posts and of the corkboard shall, on the completion of the erection of the first course, lie in the same plane. The second course is erected against the first course in hot asphalt breaking horizontal joints, and the second course should be secured additionally to the first course by wood skewers driven through the second course and into the first course of cork. (If frame is to be provided for the support of the inner lining, it should be put in place prior to the erection of the second course.)

Roof Insulation: Roof insulation shall be likewise erected in two courses with hot asphalt between, two courses to be additionally secured with wooden skewers.

Asphalt: The asphalt used shall be a Mexican blown petroleum asphalt having a melting point of 180 to 200° which is adapted for use as a cold storage erection material.

Utah Liquor Commission Accedes to Industry's Request that Public Warehouses Be Used for Storage

THE proposal of Utah's State Liquor Commission to operate its own warehouses has been abandoned as a result of a conference with J. F. Rowan, Denver, secretary for the Merchandise Warehousing Trade Code Authority in Region No. 8.

The Commission has adopted Mr. Rowan's recommendation that private warehouses be designated to handle State liquor under bond.

In winning his fight for the handling of State liquor by private warehouses, Mr. Rowan presented figures to show that such a set-up would be more economical for the State. He also brought out the important fact that State-operated warehouses represented a dangerous tendency in encroachment upon private business and a threat to the existence of industries supporting the State with taxes and public welfare with employment. He also gave, as his opinion, that it would be legal for private warehouses to handle State liquor.

Mr. Rowan, who is executive secretary of the Colorado Transfer and Warehousemen's Association, was spokesman for a group of Utah warehousemen at a hearing in Salt Lake City on May 8.

The special committee which Mr. Rowan headed included W. D. Brown, president of the Utah Warehousemen's Association and manager of the Western Gateway Storage Company, Ogden; H. L. Love, secretary of the trade group and manager of the Security Storage & Commission Company, Salt Lake City; J. H. Cornwall, president of the Jennings-Cornwall Warehouse Company, Salt Lake City; L. W. Richards, manager of the Utah Ice & Storage Company, Salt Lake City; and Benjamin F. Redman and Dilworth S. Woolley, respectively president and manager of the Redman Van and Storage Company, Salt Lake City.

The committee urged the State Liquor Commission to modify its current regulations which provide that all liquor shall be stored in State leased warehouses; and, instead, to follow the lead of Ohio, Colorado, Idaho and some other States which have designated all warehouses meeting specifications as proper places for storage of intoxicants.

Weicker Installs Unique Lighted Map at Show

THE Weicker Transportation Company, affiliated with the Weicker Transfer and Storage Company, Denver, exhibited at 12-by-20-foot map of Colorado at its booth at the recent Modernization Show in Denver.

The map was designed to enable



visualization of Weicker's complete coverage of the State by motor truck. This was done by illustrating, with strings of flasher lights, every State highway upon which the organization's vehicles travel. With close grouping of small flashing lights, better known communities and junction points were indicated.

Mr. Rowan said, however, that as the State store system was established, other warehouses in Utah would unquestionably be needed and that it would be proper for the Commission to designate private warehouses to handle this situation. Therefore, when the lease expired, the Commission might, if it chose, alter the present regulations. He added that the use of these warehouses would actually save the State money, as distillers themselves would have to pay warehousing charges until the State was ready to accept delivery of the liquor, as a majority of liquor shipments would be made on bailment.

In other States, distribution of liquor storage among several warehouses had proven satisfactory, said Mr. Rowan.

Although Mr. Rowan appreciated that the purpose of the Commission was to hold complete control of all liquor reaching the State, he maintained that control of warehousing by the State was dangerous to private industry. The warehousing industry in Utah represents an investment of \$2,000,000, employs 1,500 people, has a payroll of \$300,000 annually, and pays the State \$150,000 each year in taxes, according to Mr. Rowan. Moreover, the merchandise warehouse position in a community or State was the same as that of a bank, and any move which tended to weaken the warehouse reflected on the whole economic system. And further, the Government's entrance into private business could only mean the replacement of industrial employees by political appointees.

These arguments finally won the State commission over and the discussion was terminated by the decision that the State of Utah will now warehouse only in limited stock, consisting mainly of broken packages, in their main administration building at Salt Lake.

Governmental Regulation ? Voluntary Cooperation ?

Our industry's leaders offer a wide divergence of opinion—but sentiment is general that the best features of the pacts must be preserved.

With the Codes ended, what should be warehousing's procedure in the days ahead?

WITH all NRA fair competition codes dead as a dodo as a result of the United States Supreme Court's dramatic ruling that the National Industrial Recovery Act is unconstitutional, warehousing as an industry desires to preserve the best features of its several pacts.

Whether this continuation should be accomplished purely by voluntary cooperation through the instrumentality of existing associations, or under Federal or State commission supervision—this is a question on which there is a wide diversity of conviction as set forth in opinions prepared for *Distribution and Warehousing* by the industry's Code Authority chairmen and presidents of national, regional and State trade groups.

Suggestion that some sort of legal regulation of warehousing operations may be advisable is avoided by D. S. Adams, Kansas City, Mo., president merchandise division of the American Warehousemen's Association; by Marion W. Niedringhaus, St. Louis, president National Furniture Warehousemen's Association; by Harry S. Hall, Detroit, president Asso-

ciation of Refrigerated Warehouses; and by Harry C. Herschman, St. Joseph, Mo., chairman Refrigerated Warehousing Industry's national Code Authority.

Martin H. Kennelly, Chicago, chairman Household Goods Storage and Moving Trade's national Code Authority, favors, on the other hand, Federal regulation of the Code's labor and trade practice provisions under a voluntary industry set-up, with the regulatory body having veto privilege to prevent abuses and improper use of authority granted. Both he and President Niedringhaus endorse I. C. C. regulation of interstate trucking.

J. P. Ricks, Jackson, Miss., president Mayflower Warehousemen's Association, considers the question of regulation "highly debatable" and he reserved opinion pending development of sentiment among Mayflower's members.

The picture of warehousing being placed under Federal or State regulation appears to be attractive to many of the trade association executives who contribute to this symposium.

CHAIRMAN ADAMS of the merchandise Code Authority group expressed his thoughts in the form of a communication to the members of the Trade. Calling the Supreme Court decision "a far-reaching one," he asked the question: "Will there be a wild scramble by merchandise warehousemen to depart from the standard of fair competition as set up under our Code?"—and answered with "I do not think so." He pointed out:

"We have conformed to our Code more because we believe in its provisions than because it was backed up by a 'Federal policeman.' The 'policeman' was there only as a last resort. The removal of the 'policeman' is certainly not going to change the standards, trade practices and business ethics that we have set up for ourselves in our Code."

After reviewing the Code's features and citing the progress made, Mr. Adams counseled "moderation and care in changing the hours and wages," saying that "failure to observe the spirit of the Code in respect to these labor provisions might be politically misconstrued." He continued:

"What then of the future? . . . Neither the industry nor any individual member desires to lose the gains we have made. The gains we have made and stabilization effected can be retained by the co-operative action of local, State, regional and national organizations. My suggestion is therefore

WHAT is warehousing's reaction to the United States Supreme Court decision declaring the National Industrial Recovery Act unconstitutional?

On these pages more than thirty of the industry's executives who were Code Authority chairmen or are presidents of national, regional and State trade associations present their opinion in response to a request telegraphed by *Distribution and Warehousing*.

that local, State and regional associations should hold meetings as soon as possible and, through such meetings and through their publications, carry on the work and continue the forward progress. The American Warehousemen's Association will do its part in this movement. . . . Let's keep our feet on the ground and go forward with our own Trade groups, through which we may exercise our own self-government of our industry with equal effectiveness, and with thorough cooperation even more effectively without the restriction which is necessary even under NRA control."

President Niedringhaus of the N.F.W.A. said over long distance telephone that the Supreme Court decision "is extremely disturbing to the industry, as

we were making great strides toward accomplishment of a satisfactory Code set up for the industry." He continued:

"This is a setback which only means that the national, State and local associations must function to their fullest extent to keep the industry from reverting to adverse trade practices which have been eliminated after years of educational work on the part of the associations and groups. We see benefits to the Trade should the Eastman bill coordinating transportation become effective in a reasonable time. Therefore our effort should be concentrated to protect our industry. The associations must function more intensively—this is our only basis of defense now. We must make every effort to make the N.F.W.A. more effective and try to fill the gap the Government has fallen through."

Chairman Kennelly of the household goods Code Authority group wired that he had "never been in sympathy with the idea of putting people in jail for Code violation," and continued:

"Believe labor and trade practice provisions should be retained or allowed in voluntary set-up with Federal Trade Commission or other regulatory body having veto privilege to prevent abuses or improper use of authority given to business to get together. Believe I. C. C. should have regulatory power over interstate trucking in fairness to railroads. Feel codes

Cricher Believes Merchandise Warehousing Trade Will Voluntarily Outlaw Unfair Trade Practices. Trucking Code Authority May Seek to Have Industry's NRA Pact Enacted into Law.

(By Telegraph)

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

WITH every legal prop knocked from under the code-making provisions of NRA by the sweeping ruling of unconstitutionality handed down by the United States Supreme Court in the Schechter case, the warehousing and trucking trades already are mapping their future with the hope of perpetuating beneficial features of the Act.

From the office of A. Lane Cricher, Washington attorney for the Merchandise Warehousing Trade Code Authority, contacts were established with leaders in the industry, and early returns indicated unanimity of opinion that the gains made under Code government should not be lost now.

"NRA has done a great deal toward stabilizing the warehousing industry," said Mr. Cricher. "The warehousing Trade is on a much higher plane, despite the depression, than it has been for a long time, due in great part to the existence of NRA."

"There has been so much achieved that I feel the industry will cooperate in carrying on the posting of rates and tariffs and outlawing voluntarily the unfair trade practices which were outlawed by the Code. These things make for continued stabilization of the warehousing industry."

As to the future, Mr. Cricher said:

"The industry, by and large, has learned that posting rates and tariffs the same for all customers has been a source of benefit notwithstanding that a few customers were lost. I am hopeful something can be done, either with a revised NIRA, or regulation under such a body as the Federal Trade Commission."

Trucking's national Code Authority members who were in Washington [May 28] burned the midnight oil analyzing the Schechter decision on the day it was handed down, but official

comment was withheld. It was freely predicted, however, that one of the immediate effects would be speeding of action on the Wheeler-Rayburn truck regulatory bill.

Inasmuch as the Supreme Court made specific mention of broader powers in legislating on intrastate carriers than in other industrial fields, it is supposed that a truck bill which gives the Federal Government a measure of control over intrastate carriers will be supported by Congress and not overruled by the Supreme Court.

The trucking Code Authority members are considering also a movement to have Congress pass the trucking Code as a statute. This, it is believed, would overcome the objections found by the Supreme Court, as it would be imposition of regulations and fixing of penalties by the legislative body rather than by the executive. A canvass of Code Authority members and leaders in the industry will be made before anything in this direction is attempted, it was assured.

The Supreme Court's ruling shattered the entire code-making structure, sustaining the Schechter company on all points raised. It not only declared that NRA has no jurisdiction over the Schechter operations but also that the Federal Government has no control over any intrastate operation which does not "directly burden" interstate commerce.

In the field of railroading, the Supreme Court conceded, there is more chance for a burdening of interstate commerce by intrastate operations than elsewhere.

Most important of the points ruled was that which said Congress had erred in delegating to the President the power to make and approve codes and penalties without first setting up the limitations within which he must act. Contrasted with this procedure was that which was followed in setting up the Interstate Commerce Commission. The Supreme Court pointed out that standards and policies were first fixed to govern the I. C. C.

—James J. Butler.

have shown a way for cooperative effort for social advancement and business stabilization. The gains made can be held if business is alive to situation. Storage and Moving Trade in position to go forward under such a program and I would recommend same to Trade."

President Hall of the Association of Refrigerated Warehouses sent his wire after he had gone to Chicago to attend a group conference regarding the Supreme Court ruling. He said he "heartily approved" the decision and believed it "was very timely." He added:

"However, do believe that NRA and the establishing and filing of codes has been of great benefit to all industry, but from now on industry should take hold and carry on by cooperative action, retaining essential features. Association of Refrigerated Warehouses has immediately extended its services and cooperation to the cold storage industry by assuming the responsibility for the filing and exchanging of rate tariffs and supplements. . . Further plans to be determined and mailed to industry within next ten days. Association determined to carry on constructive work."

Chairman Herschman of the refrigerated group's Code Authority said over long distance telephone that "the answer is that industry can only depend upon its trade associations for stability and progress." He added:

"A man in industry who is not an active member of his trade association is like a ship without a rudder. To me it is unthinkable

that any industry would deliberately pass aside the certain benefits which have come from the immense amount of study given to the subject of better business management during the past two years. I look for the cold storage industry to meet the situation in a manner which will reflect the full cooperative spirit that is so necessary for the good of all."

J. P. Ricks, Jackson, Miss., president Mayflower Warehousemen's Association, wired opinion that warehousing's members "are anxious to preserve, as a matter of voluntary and cooperative action, all of the desirable features which the experience of operation under our Code demonstrated were sound and wholesome practices," but:

"As to whether these features should be legally imposed on the industry by regulation of the Federal Trade Commission or the I.C.C. is a highly debatable question, and until it is submitted to the membership of our association and acted upon I prefer as a matter of deference to withhold an expression of my views."

Frank M. Cole, Kansas City, Mo., a member of merchandise warehousing's national Code Authority, wired as president Midwest Warehouse and Transfermen's Association that his reaction was "distinctly disappointing." After alluding to Midwest's recent resolution asking for a two-year extension of NRA and approving Code procedure, Mr. Cole continued:

"If Congress has no immediate solution to offer, warehousemen must stand firm that the benefits

gained may not be lost. This we will urge to the membership. Our Codes in main reflect our own ideas. Therefore no material change necessary under cooperative or any other controlling measure. As warehousing is integral part of transportation, I.C.C. regulation might prove beneficial if other forms competing with warehousing are covered. However, afraid rigidity of rate procedure might be disadvantageous. Very thorough examination of position under Federal Trade Commission or interstate regulation naturally desirable before reaching decision."

John J. Woodside, Jr., Atlanta, president Southern Warehousemen's Association, wired that the Supreme Court's decision "may, in some respects, be a blessing in disguise." He continued:

"As meritorious as NRA was in principle, there were many features which were not workable and which perhaps never could have been adjusted to a reasonable basis. Undoubtedly many of the good features will be retained by voluntary cooperation of the leading business men. Among those should be retention of the NRA standard of hours, wages and trade practices. Long distance hauling should come under the Eastman bill, and warehousing would best be served under Federal control."

J. W. Howell, San Francisco, president California W. A., wired he was "surprised to learn there are still nine Government officials who remember we have a Constitution." He added:

"Warehousing being regulated

by Commission here, Code had little effect except on labor conditions. My opinion is that California warehousemen are not eager for retention even of modified Code. Further, in view of decision, I fail to see how Federal regulation can legally control the preponderant intrastate portion of our business."

On behalf of David C. Bole, San Francisco, president California Van & Storage Association, Harvey B. Lyon, Oakland, secretary of the group's northern division, wired:

"Let NRA die. Business practices and prices best controlled by voluntary action of local trade groups or by State action such as in California, where active legislation regulating all moving rates now awaits signature of governor."

James F. Duffy, Denver, a member of the merchandise Code Authority, wired, in his capacity as president Colorado Transfer & Warehousemen's Association, that those of the industry's operators who have operated under the NRA pact "would indeed show a marked degree of stupidity if they were to retreat one foot from the position gained by code work." He added:

"Of the 500 codes I do not believe that any one gained marked success of our Code. The reason is obvious. The industry was backed by years of cooperative association effort through the A.W.A. and various State associations. Code creation was founded primarily upon recognition of the fact that the theory could be carried out when practiced through close association activity. Regardless of the Supreme Court's decision, there is no law prohibiting the exercise of brains in legitimate business. The accomplishments of the merchandise warehousemen represent opposite conditions to that brought about by organized chisellers. The situation presents only a transfer of administration and authority to the association and will be recognized by every intelligent operator. If further Government control is planned it should be placed with the I. C. C. on account of the interwoven interest of transportation."

E. C. Palmer, New Haven, president Connecticut W. A., wired he considered the merchandise warehousing Code's fair trade practice provision "of inestimable benefit to the industry"; and that while in some instances the Supreme Court decision "will incite price cutting," yet "every intelligent warehouse operator realized that NRA permitted a stabilization of rates rather than enforced it." He continued:

"In Connecticut we do not fear any immediate breakdown of our present rate structure. Undoubtedly in time large shippers and warehouse users will exert every effort to tear down this rate structure and probably will eventually be successful unless regulation is obtained through the Federal Trade Commission or I. C. C. Public Utility Commission regulation in the various States would probably accomplish the desired end and might be more easily obtainable. I definitely favor fair trade practice

regulation of some sort and feel it should be under a commission which has power of enforcement and confined entirely to rates and charges without labor provisions."

D. M. Macomber, Chicago, president Illinois Association of Merchandise Warehousemen, wired he regarded the Supreme Court decision as "beneficial in that it removes all doubt as to the status of our Codes." He added:

"It appears to me that if the industry wants future regulation it must look to the various State commerce commissions."

James L. McAuliff, Chicago, president Illinois F.W.A., wired he considered the Supreme Court decision "great blow to storage and moving industry," and:

"We must work to retain all benefits possible, particularly regulations preventing unfair trade practices. Would now prefer control by Federal Trade Commission. Realize storage of household goods and local moving are not generally interstate activities, which may be obstacle to such control. Regardless of future outcome, increased association activities and broader voluntary cooperation must be order of the day."

J. D. Beeler, Evansville, president Warehousemen's Association of Indiana, wired opinion that Supreme Court decision "is serious blow to warehousing" and urged I. C. C. supervision. He said:

"On account of the fact that warehousing practices involve interstate commerce, and also because warehousing and distribution are so definitely today related to motor freight transportation and because the Code has been beneficial to the warehousing industry, we recommend that effort be made to incorporate Code features into regulation to be supervised by the I. C. C. Hour and labor provisions undoubtedly will have to be removed but fair trade practices, tariff publication and filing, and formula for rate-making should be retained."

J. P. Woodworth, South Bend, president Indiana F.W.A., wired:

"Court decision right if put under any commission interstate commerce."

A. Bernard Heine, Baltimore, president Maryland F.W.A., wired he believed that the result, within the next few weeks, of the Supreme Court decision would be "extreme price cutting and a definite effort on the part of this industry to retrench on payrolls, which have not been overcome by either increased rates or increased business." He continued:

"Fair trade practices, prevention of selling below cost and payment of reasonable wages, and working reasonable hours not those established by code, should be retained. Also look to a series of strikes and lockouts but believe President still strong enough to prevent matter from becoming too chaotic. Trade associations will have to improve their mettle in restraining members from becoming panicky, and I believe they will be able to do their job. Look to President to attempt new enactment to salvage best features of NRA."

Julian F. Greeley, Roxbury, president Massachusetts W. A., wired "regret exceedingly that Supreme Court decision deprives the industry of Government sanction of betterment which our Code would make possible," and continued:

"The work already done can go forward through association effort. Believe the trade at large realize that benefit to trade and public can be effected through cooperative endeavor sponsored by associations. I do not favor any attempt to bring industry under Federal Trade Commission or I. C. C. regulation. This last opinion applies to household goods storage and moving operation but quite possibly a different view is held by merchandise warehouse operators in respect to their branch of industry."

Frank X. Zech, Detroit, president Michigan F.W.A., wired that "warehousing should not be regulated under any Code," as its business is intrastate. He added:

"Local and long distance should be placed under I. C. C. regulation."

L. L. Oldham, Minneapolis, president Minnesota-Northwest W.A., pointed out by telegram that in his section for many years warehouses "have been enjoying the desirable features incorporated in present-day codes" because of the members' close cooperation with one another and with the A.W.A. He continued:

"Codes and NRA have not helped, rather have they hindered, as they advocated some practices which should not have been promoted by the Government. Seemingly the Supreme Court decision renders codes defunct. We are inclined to the thought that the book had now best be closed for keeps. We of the Minnesota-Northwest area will continue to cooperate with each other, functioning as a group when necessary. We are sincere in our belief that only through collective effort can we solve the perplexities of the industry and only through unity of purpose can we meet the individual problems of warehousemen."

Arthur S. Blanchard, Rochester, president New York State W. A., wired approval of I.C.C. control of all overland moving. He said:

"The resulting severance of our business in long distance moving from the trucking Code due to NRA decision will be beneficial. Unless warehouses can have an all-inclusive code which will take in all moving companies regardless of amount of freight they handle, we had better have no code at all. The fact that there have been no meetings of the Code Authority for this district since our organization meeting in Newark is evidence that NRA and the household goods Code forced upon us was of no benefit whatsoever. NRA accomplished nothing in this district as far as our industry is concerned. We should like to see I. C. C. control of all overland moving."

J. R. Shoemaker, Elmira, president New York State Association of Refrig-

erated Warehouses, wired he believed the Supreme Court ruling "will restore basic American principles of individual initiative and effort from the dictatorship and bureaucracy that has all but destroyed confidence and courage to carry on." He continued:

"Believe Refrigerated Warehousing Industry should make every effort to again build up mutual confidence and cooperation on a basis of sound principles with due and fair consideration to the individual rights and varying operating conditions of its members."

R. M. King, Syracuse, president Central New York Warehousemen's Club, wired he saw "no reason for abandoning the sound business practices promoted for years by the A.W.A. and incorporated in the Trade's Code." He continued:

"Certainly a voluntary subscriber to our Code has not committed any unconstitutional act. Can't see how our industry can in fairness depart from the regulations as to maximum hours and minimum wages now in force. I know of no feature of our Code that should not be retained and every warehouseman worthy of the name should do all in his power to back up whatever plan is developed to retain our Code."

S. A. Sted, Cleveland, president Ohio W.A., wired that the Supreme Court ruling was "unfortunate yet timely," continuing:

"The trade in the main were becoming conscious of the utter lack of police powers in the Code to produce necessary uniform compliance and definite results. Inasmuch as it could not be enforced and applicable to all, either willingly or otherwise, it is well it should cease to exist. No Code features should be retained unless they become mandatory upon all. We should not become entangled with any commission unless enforcement is quickly possible and positive."

H. M. Clark, Portland, president Oregon State W. A., wired opinion that code provisions designed to protect the public against discrimination by requiring published tariffs defining services uniformly prohibiting rates below cost and unfair trade practices "should be preserved by voluntary cooperation." Further:

"It is suggested that the Code Authority organization, national and regional, be continued as an agency for self-administration and voluntary regulation. In view of Supreme Court decision, cannot see how power to regulate public warehouses can be delegated to Federal Trade Commission or I.C.C. unless warehousing is authoritatively held to be interstate commerce. The alternative and probably the eventual solution is State regulation. Regardless of its legality, the Code has improved the standards of the Trade and benefited manufacturer and warehouseman alike. Operators here will maintain the status quo."

H. W. Wilson, Bethlehem, president Pennsylvania W.A., wired that warehousing has been "greatly benefited by the codes" and that he regretted they had been canceled. He continued:

"Voluntary continuation of child labor, minimum wages, maximum hours and fair competition provisions of codes is in order, and this can best be accomplished by cooperation through local, State and national associations. Our annual meeting will be held at Hershey, June 4; we will discuss question of Federal regulation at that time."

Harvey J. Lutz, Philadelphia, president Pennsylvania F.W.A., believes cooperative effort will be made to preserve Codes' best features. He wired:

"From the time of the introduction of the President's Code, our trade has made many changes in

We Offer at Sacrifice

THE common stock control of an excellently situated model household goods warehouse in a large midwest city. Property all free and clear. No indebtedness of any kind, no preferred stock outstanding. Fireproof building in first class condition. Warehouse and vacant lot 50 x 150 ft. adjoining can be used as a merchandise truck terminal.

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order to observe the provisions of fair competition and I believe the industry will not favor any steps reverting to the old order. I feel sure a cooperative effort will be made to preserve the best features of our Code but I am not prepared at this time to say what Governmental commission should control such regulation."

J. H. Haskell, Charleston, president South Carolina W.A., wired he approved the Supreme Court's decision. He added:

"Warehouses should work with customers to their mutual advantage. Best Code features should be left to individual warehouses and should not be incorporated in either Federal Trade Commission or I. C. C."

W. D. Brown, Ogden, president Utah W.A., wired he believed the A.W.A. "should endeavor to perpetuate all fundamental principles of our Code through cooperative action under Federal Trade Commission regulation."

Walter E. Petty, Spokane, president Washington State W.A., wired he was "not surprised" at the Supreme Court decision, his own opinion having been that NRA was unconstitutional. He continued:

"We in the State of Washington are operating under State law, filing tariffs and so forth. Do not feel that NRA or any other Government-controlled agency is necessary. Any Government-controlled

labor board is most always representative of organized labor and not a neutral agency. Would suggest warehousing advocate State control similar to California and Washington."

T. B. Willard, Milwaukee, president Wisconsin W.A., wired opinion that the Supreme Court decision "places upon the industry the burden of finding an adequate method of self-government under the supervision of some properly constituted authority or authorities." He continued:

"Warehousemen throughout the United States should cooperate through the media of their respective trade organizations in the retention of a code of fair competition with provision for the filing of tariffs naming fair practices and minimum rates based on lowest reasonable cost. Great good to the industry has resulted from the operation of the NRA codes, and first a definite point of jurisdiction should be established as between inter and intra state operations and thereafter proper authority should be set up, both national and local, to supervise the industry, with enforcement through the Federal Trade Commission or such State department as may be available."

Mead Johnson's Business Increased 25% in 1934

FREIGHT handled in 1934 by the Mead Johnson Terminal Corporation, Evansville, Ind., showed approximately a 25 per cent increase over that of 1933—78,700 tons of goods for 1934 as compared with 59,392 tons for 1933, it is estimated by Jerome D. Beeler, vice-president and general manager.

Recent record shipments include 900,000 feet of lumber from the Pacific Coast, 200 carloads of tractors shipped by International Harvester to South America, and 90 carloads of imported Spanish olives for Libby, McNeil and Libby of Chicago.

Thousands of tons of scrap iron from local dealers are being moved to the Pittsburgh mills. Large quantities of keg and bottled beer have been shipped from the local breweries to southern points.

The Mead Johnson Corporation has developed into one of the leading shipping points in the inland waterways system.

General of Memphis Is Bought by Dent

The General Warehouse and Distributing Co., a merchandise storage firm at 435 South Front Street, Memphis, has been purchased by Stephen S. Dent from Herbert Moriarty and Edward Gardner.

Mr. Dent was formerly with Fortune's, Inc., wholesale cream factory, and has had warehousing experience in Memphis and San Antonio.

American Business

as represented by the
Chamber of Commerce

Revolts at Washington

**National group reiterates
demand for self-regulation
through trade associations**

UNDoubtedly the outstanding feature of the annual meeting of the Chamber of Commerce of the United States, held at Washington late in April and early in May, was the assailing of NRA.

"The New Deal," Henry I. Harriman, retiring president, told the group, "has attempted much that is good, but it has tried to do too much in too short a time. It has forgotten that gradual growth and development is the law of life and that great changes should come through the evolution of human experience. . . .

"The basic principle of the NRA, to wit: the elimination of the ruthless elements of competition in interstate commerce, through trade agreements approved by the President, is sound, in the opinion of most business men; but they are bitterly opposed to an attempt to bring the entire nation under the Blue Eagle."

Restoration of business, Mr. Harriman said, could be accomplished if Congress would adjourn soon, leaving major reforms to await a real revival of business. He urged: "Patience, forbearance, and judicious confidence, will establish the balance of which we are so sorely in need. When that is done, the last shadow of depression will have been lifted, and we shall again be on our way."

MUCH of what Mr. Harriman and other leaders said regarding NRA must of itself today be relatively obscure in the light of the subsequent United States Supreme Court decision declaring the National Industrial Recovery Act unconstitutional. But the observer in attendance received one distinct impression—that a business men's rebellion had developed in opposition to the Roosevelt socialistic experiment. This picture has since been adequately presented by a writer who said in the *New York Times*:

"The revolt of business has its ironic aspect. It is not hard to recall how, in the spring of 1933, business

leaders converged on Washington for the annual convention of Chamber of Commerce of the United States, a convention which became a very earnest prayer meeting. The burden of the prayer was, 'Please do something, and don't waste any time about it, for we have forgotten the way out of this maze.' A few hardier souls were more detailed in their supplications, outlining what they would like done. In general the prayers were answered.

"A year passed, and business began to wonder if it really needed help after all. The convention of 1934 evoked some moderate criticism of the guise whose services had been solicited.

"Another year, and the leaders of business, quite certain that they now knew the way out, became openly resentful at the Government's interference, harshly critical of the path the guide had chosen. All that was needed, they said in 1935, was for the Administration to drop all its legislative plans, repeal all its emergency statutes, or alter them beyond recognition, and a return to the status quo ante Hoover would immediately follow."

Put another way, as a leading economist has pointed out, the business men's revolt against the New Deal is *per se* a significant sign of business recovery.

THE Chamber of Commerce attitude is said to represent that of business as a whole. Any such claim should be taken with a grain of salt. The Supreme Court says that the N.I.R.A. is unconstitutional, but it did not declare the New Deal unconstitutional. One was a law which has been removed from the statute books but the other is a non-legislative principle containing features which will endure in the hearts of those whom it has benefited—a vast army of business men who are not identified with the national Chamber of Commerce.

The resolutions which the Chamber adopted are published in full on the following two pages.

Here Are the Chamber's Resolutions as Adopted at Washington in May

AGRICULTURAL ADJUSTMENT ACT

MEASURES restricting the production of exportable farm products which can be grown in other sections of the world inevitably react to the disadvantage of the country imposing such restrictions, by encouraging their growth in other countries.

We recommend that any Governmental financial aid given to the producer be limited to that portion of the crop which is domestically consumed. This policy would insure him a price that would compensate for his labor and preserve a parity with those things he has to buy. We believe exported agricultural products should be sold at world prices, to preserve our foreign markets and stimulate our general trade.

We oppose any further extension of Governmental authority over the freedom of action of producers, processors, or distributors of basic agricultural products, as provided in the proposed amendments to the Agricultural Adjustment Act, H. R. 7712 and S. 1807, and in the Commodity Exchange Bill, H. R. 6772 and S. 1334. We insist that in these bills the Government shall not, by law or by subsidy, control or attempt to increase the control over any producer, processor, or distributor by license, quota, or otherwise, in the lawful and independent operation of his own enterprise; and we further insist that the Government shall not, by law, or otherwise, give preferential treatment to any group; nor shall the Government empower or sanction the imposition by one group of an industry of its will on another group in that industry, as contemplated in the bills referred to above.

AVIATION

AIR transport in domestic and foreign commerce should be regulated by a special Federal commission which should also administer Government aid during the industry's development period. Improvements made in air transportation in Latin-America have been of distinct value to United States merchants. Development of overseas air services for other areas should now follow as fast as technical difficulties are overcome. In promotion of overseas trade quick transportation of mail, as well as of persons, is frequently an essential factor. Promotion of these national interests can go hand in hand with proper regulation. Certificates of public convenience and necessity and approval of rates should be required.

The present temporary air mail Act should be amended to permit upward or downward revision of payments from the Government to air lines and to liberalize the provisions as to holding by one contractor of contracts for primary and secondary routes. Compensation for carriage of the mail should be on a commercial basis and any subsidies temporarily necessary for the maintenance and development of transport services should be granted as such, being justified by considerations of national defense.

In letting contracts for military or naval aircraft some leeway should be provided for so that adequate manufacturing facilities would be available for emergency. Government aerial survey work should wherever practicable be done by contract.

DURABLE GOODS

A DEMAND for durable goods estimated in the billions of dollars has accumulated during the years of depression. Depreciation and obsolescence of plant and equipment have occurred. Improvements and additions have been deferred. The filling of this demand and the correction of these conditions would go far to solve the problem of unemployment.

The resumption of activity in the durable goods field will depend upon the will of private capital to invest its savings in new plants and equipment. The result of this activity would be to diminish the burden of unemployment relief.

The investment of the huge sums necessary to restore these industries is being delayed because of existing laws and threatening legislation of a restrictive and destructive nature and fears of further intrusion of government into the fields of private business.

Securities legislation should be of such character that sound finance may proceed confidently. The Government should retire from all activities that compete with private industry. The increasing tendency toward enactment of laws by which there is attempted the delegation of powers of Congress to bureaus and individuals should be stopped and laws of this character which have been enacted should not be extended and in due time should be repealed.

FEDERAL REGULATION OF TRANSPORTATION

THE public interest as well as that of the various carriers concerned calls for establishment of Federal regulation of all forms of interstate

transportation without further delay. Action with regard to one form of transportation should not, however, necessarily await action with respect to other forms. The desired results can best be obtained by separate measures for rail, bus, water, truck, and air transportation.

Coordination of these different forms of transportation is essential. To effect this, all Federal regulation of rates and service should be administered by the Interstate Commerce Commission. A temporary exception should be made in the case of aviation, which can best be dealt with for the present by a special aviation commission, with provision for ultimately transferring jurisdiction to the Interstate Commerce Commission.

To facilitate performance of its enlarged duties the Commission should be required by law to set up separate divisions for the principal branches of transportation, but permitted to work out the details itself. The Commission's activities should not invade the field of management. The Federal Coordinator of Transportation under the emergency legislation has made valuable studies and recommendations for railroad operating economies. Action upon them should be left to the railroads through the newly organized Association of American Railroads.

These principles we advocate because of their obvious equity and their clear advantage in the public interest. Neglect of these principles, or lack in their proper application, will undoubtedly cause suggestion of Government ownership of railroads, in the first instance, and then of other forms of transportation. We believe that any form of Government ownership or operation of railroads would result in the creation of politically controlled bureaus, in such extravagance in operation, and in such lack of needed services that the development of an adequate national transportation system would be impeded and the result would be not only a greater burden upon the shipping public and the country at large but great damage to industry as a whole.

FEDERAL RESERVE SYSTEM

THE Federal Reserve System from its inception has received the steadfast support of the Chamber of Commerce of the United States. We reaffirm our confidence in its fundamental principles. We urge that no change be made in the Federal Reserve Act except such as will supply further strength and usefulness to the present plan. It is vital that every necessary safeguard exist against partisanship in the control and operations of the System.

Proposals for substantial, even radical, changes in the Federal Reserve System are contained in Title II of the pending banking legislation. These proposals are not based upon the collective judgment of the officials of the System or supported by a body of authoritative banking and business opinion. In the aggregate the effects of their adoption in the form before the Senate or as reported to the House of Representatives would be to subject the operations of the System to a greatly increased danger of political domination. The measure provides for such concentration of power over reserve and commercial banking as would mean the establishment of a central bank mechanism that, under political control and influence, would necessarily destroy the present plan, which was approved by both political parties and the public and is based upon the maintenance of a system of regional reserve banks possessing a high degree of autonomy. The centralized control of credit resulting from such a fundamental change would amount to little short of political dictatorship over the individual deposits and credit of our people. The bill as drawn does not so much affect bankers as the depositors in banks.

Quickly conceived and hurriedly enacted changes of important features of our Federal Reserve System are profoundly disturbing. It is, therefore, urged that Congress at this session provide for a thoroughgoing consideration of the Federal Reserve System and for ascertainment of any changes which should be made for its improvement.

With the elimination from the pending bill of the provisions of Title II, which we so earnestly believe should not be enacted, there would remain in the proposed Banking Act of 1935 the sections relating to insurance of bank deposits (contained in Title I) and the sections that relate to a number of technical changes of banking law (contained in Title III). The subject matter of the deposit insurance provisions and of the technical amendments, having been evolved by officials of the Federal Deposit Insurance Corporation and the office of the Comptroller of the Currency in consultation with men of practical experience in banking and in business, are based upon demonstrated needs. The adoption of these provisions of the bill, with such minor modifications as congressional investigation may warrant, is recommended.

FOREIGN TRADE

IT is important to the economic well-being of the United States that our foreign trade be encouraged. For that purpose the National Chamber urges active support of the reciprocal trade agreement program of the Government, although pointing again as it has in the past to the importance of our Government establishing some formula, as a guide to the negotiators, to assure that no important American industry, whether it be agriculture, manufacturing, mining, or forests, be menaced by destructive foreign competition.

The Chamber urges further adequate support to those branches of our Government, particularly the Department of Commerce and the Department of State, that are engaged in the promotion of foreign trade, especially through permanent representatives overseas. Activities of these departments in the supplying of information needed by American exporters and importers in the expansion of our foreign trade are of the highest importance.

Continued protest against discriminatory treatment of American commerce by foreign Governments is urged. The efforts of our Government toward the elimination of quotas and the modification of exchange restrictions should be continued.

HAWAII

IN Federal legislation affecting the economic and other interests of the organized territories of the United States there should be no discrimination against these interests of the territories. Citizens of the United States conducting their enterprises in these territories are entitled to equal treatment in Federal legislation and in executive action with citizens in other portions of the United States.

HIGHWAY PLANNING

THE problems of modern highway taxation and engineering planning have become so complex that a superficial determination of highway policies may result in serious inequity and loss of transportation efficiency. Policies in highway taxation and highway improvement can only be determined after a consideration of the fundamental facts involved as developed by traffic, road-use and economic surveys.

We therefore recommend to Federal and State agencies that traffic, road-use, and economic surveys be made with all possible dispatch. Based upon such surveys there should be developed for each State a rational highway plan embodying the needed and logical improvements on the several classes of rural highways and city streets in the order of their relative importance, and setting out the appropriate annual highway income necessary to execute the plan, and to provide an equitable distribution of highway funds.

LABOR RELATIONS

PROMINENTLY before Congress in the field of labor relations are two measures, the one designed to establish a uniform thirty-hour work-week throughout business and industry, and the other undertaking to deal with labor relations in all industry and all fields of commerce, and to create a permanent National Labor Relations Board.

To each of these proposals the Chamber is definitely opposed. Statutory regulation and reduction of hours of work not only would prevent that flexible adjustment of hours so essential to the proper conduct of business operations under constantly varying conditions but it will inevitably result in marked increases in prices, in turn producing decreased consumption, decreased production, and consequent unemployment. Economic recovery must come from an increased, not from a reduced, production.

Proposals such as those embodied in the labor relations bill would operate to disrupt rather than to promote proper relations between employer and employee and likewise retard the normal processes toward recovery. Any attempt to bar any form of honestly organized labor group from the provisions of collective bargaining, or to bar minorities from the privilege of conferring with their employers upon terms of work, is un-American, indefensible, and unsupported by any considerations of the public interest. Employees, untrammelled or uncoerced by any person, should have the right to organize in such way as they desire for the purposes of collective bargaining, or, if they so prefer, they should have preserved to them the right to bargain individually.

LAND POLICIES

ADEQUATE provision should be made for completing physical inventories and classification of the land resources of the United States.

The Federal Government and the States, in cooperation with private owners, should develop a program for removing from agricultural use as

much as is feasible of the land on which the production of crops is ordinarily unprofitable and for discouraging the expansion of agricultural land beyond the effective demand for the production therefrom. There should be further cooperation between Federal and State governments and private owners in soil erosion work.

The undertaking by the forest industries to establish a system of commercial forestry on privately-owned forest lands throughout the nation should be actively supported by Federal and State Governments, in affording adequate fire prevention, equitable tax systems appropriate to the forest, protection against forest diseases and pests, and encouragement of the development of sustained yield units.

To encourage diversion of submarginal agricultural land to more economic uses by private owners, State and County Governments with the cooperation of the Federal Government should undertake readjustments in land taxation, effective handling of tax-reverted lands, zoning of undeveloped areas, consolidation of communities, and conditioning of state aid upon its economical use. Government credit should not be extended in such a way as will tend to perpetuate the cultivation of submarginal agricultural lands.

Local, State, and Federal Governments should cooperate to acquire gradually such areas of submarginal land as are not likely to be retired from agricultural use by their present owners, and other submarginal land which, at the first incentive, is likely to be added to crop acreage. Where Government acquires submarginal farm land through tax sales, the State, rather than local, Governments should take control.

A permanent land-use planning agency should be established to coordinate the activities of all Federal departments concerned with land use and to cooperate with the States, Counties, and land owners in the solution of their land-utilization problems.

MERCHANT MARINE

REHABILITATION of the American merchant marine is of paramount importance to our commerce and military security. To offset our higher ship-building and operating costs, Government assistance is necessary. Direct subsidies should be granted for construction and operation of American-built vessels in regular service on essential trade routes to foreign ports meeting the requirements of the various trades. Vessel replacement should be assured through building requirements in construction subsidy contracts. The administration of contracts should be performed by a single Governmental agency.

NATIONAL DEFENSE

THE willingness of the United States to agree upon limitation of armaments is well known. When limits to armaments are set, however, safety and common sense dictate that our land and sea forces be maintained at the limits of such agreements, and that they be adequately equipped and properly trained.

We now have a logical and orderly plan for the maintenance of the Navy, and for the replacement of obsolete ships, at a level which is sufficient to provide against emergency. This plan should be maintained.

Systematic modernization of the Army, particularly in the field of motorization and mechanization, has made commendable progress and should have continuing and adequate support.

The Chamber reaffirms its position favoring comprehensive plans for industrial mobilization and amendment of our laws to permit educational orders. It directs attention also to the importance of assuring in time of emergency adequate supplies of imported raw materials of strategic importance to national defense.

Modern inventions in the field of naval and land armaments should continue to have intensive study on the part of our Army and Navy.

Recent strides made in the development of air defense arms make it important that adequate support be given to the present plans of the Army and the Navy to expand and improve their respective air services. Aerial warfare requires not only airplanes but also adequate bases. Plans for the development of such bases in the United States and in our Territories and possessions should be supported.

NATIONAL INDUSTRIAL RECOVERY ACT

UNCERTAINTY surrounding the scope of legislation to supplant the present National Industrial Recovery Act makes it appropriate that the Chamber reaffirm and supplement the proposals adopted through referendum.

We believe that the present law should be allowed to expire in June of this year, but that prior to expiration substitute legislation should be enacted for a definitely limited period on a temporary and voluntary basis.

Such new legislation should permit voluntary codes of fair competition by industries actually engaged in interstate commerce, and should provide that industries which submit codes be required to agree to minimum wages, maximum hours of labor, and abolition of child labor; that code approval and administration be under the

general jurisdiction of a quasi-judicial body; and that there be no provisions for imposing or amending codes by executive or administrative authority, although such authority should have the right to terminate approved codes. New legislation also should permit agreements between competitors which, upon receiving Governmental approval, would be free from penalties of the anti-trust laws.

The collective bargaining provisions of the present law have definitely disproved their worth. Further, we are of the opinion that efforts to enforce obedience to codes by extra-judicial methods, such as the Blue Eagle, withholding or withdrawal of Government contracts, and appeals to public prejudice, are contrary to our national traditions.

RECLAMATION

WE reiterate the previously declared policy of the Chamber that small projects should be developed to furnish supplemental water to any lands already partially irrigated when it is essential to the economical and profitable operations thereto. As a general policy for new projects, land should be reclaimed for agriculture when the reclamation project is part of a well-rounded program of regional development which in turn will promote the national welfare; when the land to be reclaimed is productive land which will replace poor land that is retired from agricultural production under a well-planned land program; when there is an assured market for the products of the new land and the additional production will not offer serious competition to other areas, either in or out of other reclamation projects; and when the costs of reclamation are low enough so that they can be repaid by settlers within a reasonable time without undue hardship.

SELF-REGULATION OF INDUSTRY

BUSINESS has long maintained trade associations as a means of carrying on important functions in the interest of business and the public. The efficiency of management has been furthered, the extension of markets promoted, the stabilization of employment fostered, the establishment of fair competition advanced, and the rights of industry upheld through the proper operation of truly representative trade associations.

The benefits which have accrued from such co-operative work have been due in part to the flexibility of the voluntary character, and the freedom from special forms of Governmental control of trade associations. Such conditions should be continued.

The establishment of agencies under Governmental control to carry on activities recognized as proper functions of trade associations, or the assumption of such activities by Governmental agencies, will limit the field and function of trade associations, retard the self-organization and self-government of industry and the furtherance of mutual co-operative action for the benefit of industry and the public.

SOCIAL LEGISLATION

SECURITY against the hazards of unemployment and a dependent old age is a goal to be sought by all practicable means. In doing so, however, ample room should be left for individual thrift and initiative in making independent provision for security. The greatest care should also be taken to time the action so that recovery will not be hindered by the imposition of heavy taxes before the business of the country can stand it.

If the provisions in the bill now pending should be adopted, the country should realize that within a decade there will be a tax burden amounting probably to as much as one billion dollars a year, borne equally by the States and the Federal Government.

The contributory old-age annuity provisions of the bill involve far-reaching social and economic effects upon the life of the country. We vigorously oppose any plan to build up reserves running into billions of dollars, the present bill contemplating an enormous sum of over thirty billions. None of the countries which have developed social insurance plans have built reserves of any such relative magnitude. The attempt to do so in this country would, in our opinion, prove disastrous to our future economic structure and defeat the very security that is sought. The bill has also several technical provisions requiring close study, in order that they may not have unexpected and harmful results.

Finally we question the propriety as well as the constitutionality of any effort by the Federal Government designed to take jurisdiction over the subject matter of this proposed legislation.

The employers' payroll tax in connection with the unemployment compensation provisions of the bill will impose a heavy burden upon industry and should not be considered until recovery is assured. Since the proposed legislation provides that payroll taxes will not in any event commence until 1937, we strongly recommend postponing further legislative action upon this plan until the next session of Congress. In the meantime, the whole subject should be fully explored by a congressional committee.

Postponement for thorough examination and

complete public understanding cannot operate to the disadvantage of anyone; for this legislation would confer no benefits by reason of unemployment which now exists.

STANDARDS FOR HIGHWAYS AND VEHICLES

DETERMINATION of the standards for highway construction and the size and weight of motor vehicles operating over them should be left to the several States in accordance with their respective situations and problems.

SUBVERSIVE ACTIVITIES

THE spread of propaganda and activity by numerous subversive groups is increasing, their common goal being violent overthrow of the existing economic and social order in the United States.

So serious has the situation become that it is imperative that public opinion be aroused in an effort to find effective ways of combatting and counteracting this movement whose purpose is to bring about revolution by force.

We accordingly urge that Congress enact laws making it a criminal offense to advocate violent overthrow of the Federal Government, or of any form of law, or to advocate injury to Federal officers on account of their official character. All writings which advocate overthrow of our Government by force, or which are published or disseminated by an organization promoting such teachings, should be denied the use of the mails. Aliens should be admitted into the United States only under the explicit condition that their respective countries of origin will take back their nationals whenever deported by the United States. Laws governing naturalization of aliens should specifically deny naturalization to persons advocating or associating with groups advocating violent overthrow of the Government. Attempts to promote insubordination or disaffection among the armed forces of the United States should be prohibited. A special agency of the Department of Justice should be established for investigation of violations of such legislation and apprehension of those who are responsible therefor.

UTILITY BILL OF 1935

TO the regulation of public utilities the Chamber has long been committed. It has advocated that State commissions should be given ample power, with necessary financial support and adequate personnel to enable them to discharge their public duties efficiently with respect to electric and gas utilities. Where operating areas extend across State lines and involve interstate transmission the Chamber has urged that State agencies should take concurrent action with such participation by the Federal Power Commission as interstate problems require. The Chamber has recognized the necessity for reasonable and adequate regulation for all aspects of utility enterprises that affect the public interest, both as regards consumers and investors.

The utility bill of 1935, as introduced in Congress, not only would seek to superimpose Federal regulation upon State regulation of operating utilities, but would undertake to destroy utility holding companies, which have had a substantial part in the development of our electric and gas utilities and which have undoubtedly conferred upon large areas benefits which they otherwise would have lacked. The growth of American utility enterprises has in some cases been accompanied by abuses. It is the public interest that all such abuses should be prevented. As many abuses to which public attention has been called have related to securities, the Federal Securities Act would seem to afford assurance for the future.

Other abuses should be definitely identified in legislation and such provisions for regulation should be made as the public interest requires. The destruction of enterprises not only will mean violation of fundamental principles but inevitable losses to millions of innocent investors. Even threat of destruction brings disadvantage to many communities through postponement of services they need for their development and causes national loss through withholding from those industries most affected by unemployment orders for construction and equipment that would afford a large aggregate of work.

All attempt to superimpose Federal regulation of operating companies upon State regulation should be abandoned. The effects can only be detrimental to the interests of the communities which are served, and to the exercise of State authority over utilities which in every true sense are essentially local.

OTHER SUBJECTS

THE resolutions committee has had before it other subjects of importance. In connection with each there are considerations to be weighed which the committee could not fully explore in the time at its disposal or there are questions which deserve further study before formulation of a policy for the Chamber is attempted. Each, therefore, the committee recommends for reference to the board of directors, in order that there may be appropriate provision by the board for such further examination as it finds desirable.

Life "Bekins" at 40

One company's development across four decades

THE Bekins Van & Storage Company, Los Angeles, adapted the popular book title "Life Begins at 40" and coined "Full of Life—Bekins at 40!" at its recent fortieth anniversary banquet, at which the history of the organization was discussed.

Milo W. Bekins, president of the company, summarized its growth from a one-man start, under Martin Bekins in 1895, to the present status of 500 men, many of whom have constituted the executive personnel as far back as 1918.

When Martin Bekins, father of the present heads of the company, traveled from Sioux City, Iowa, to establish his warehouse, he had developed a new type of covered van which he introduced to the people of Los Angeles when he put six of them into service with the addition of one piano van. Aided by Mrs. Bekins, he opened a business in a leased brick building, floor space 40 by 100.

But the beginning of the present chain of twenty-one depositories was not started until the following year, when fire destroyed the first warehouse and a new start had to be made in a building 50 by 100, costing \$1,500 and mortgaged for its own construction.

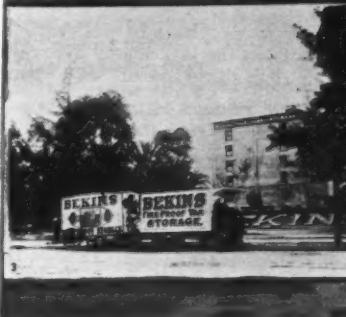
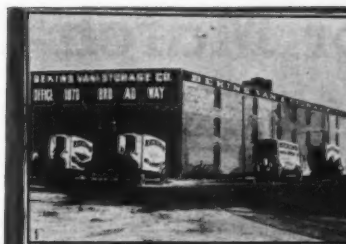
After that the company advanced rapidly. In 1898, pool cars of household goods were sent to Chicago and San Francisco at regular intervals. A Chicago office, known as The Bekins Household Shipping Company, and a warehouse in Oakland were soon established. In 1905 the first three air-cooled side-winder types of motor vehicles were introduced into California by Bekins.

But all was not clear sailing. There was an earthquake in San Francisco in 1906 and there were labor troubles periodically. In an effort to solve the labor trouble, Mr. Bekins, Sr., tried out his "Golden Rule Association" plan. Under this plan the moving and packing departments of the entire business in Los Angeles, San Francisco, and Oakland were leased to the employees, who assumed the responsibility for the rolling stock and the packing equipment and received the profits of these departments in return. This plan worked successfully for years.

But in 1918 it was outgrown. When Martin Bekins and his wife retired in that year they turned their interests in the business over to their children, who in turn paid all employees for the stock they owned. In addition, they continued to give the employees a bonus equal to the dividends formerly earned.

Under this new plan Milo W. Bekins became president, Floyd R. Bekins vice-president, Reed J. Bekins general manager and treasurer, and Herbert B. Holt secretary. Mr. Holt is a vice-president and regional director of the National Furniture Warehousemen's Association.

Although the official slate has not changed in the 17 years, the company has continued to grow. The twenty-one



Progress in Transportation

1. In 1895 the covered wagon pioneers said "three miles an hour is the speed limit." 2. In 1905 the first three air-cooled side winders in California were purchased by Bekins. 3. In 1910 this was considered "the last word"—disc wheels, four-wheel brakes, four-wheel drive, four-wheel steer, and gas and electric power. 4. In 1935—modern equipment cushioned with balloon tires rides like a ship and is dispatched with express train precision.

depositories now owned by the company contain 16,000,000 cubic feet of storage space and are located in principal cities in California. From the original six horse-drawn vehicles of 1895 the fleet has now reached a total of 200 modern types of motor vans.

This development is analyzed by Milo W. Bekins in the following words:

"We have built a sound business through honest advertising and representation, progressive and sound expansion of facilities, constant improvement of services to meet changing conditions, and because we have always considered the complete satisfaction of those we serve as our paramount interest."

Detroit Receivership

An order for receivership for the Great Lakes-Detroit Terminal Company was signed in May by Circuit Judge George W. Sample in Ann Arbor. Judge Sample appointed the Ann Arbor Trust Company as receiver and instructed the receiver to set a date for sale of the equity of redemption following a suit to that end instituted by Ann Arbor stockholders.

New Law in Massachusetts Benefits Warehousing

The Massachusetts Legislature has enacted a bill, which has been signed by Governor Curley, relative to the termi-

nation of the liability of sureties on bonds furnished by public warehousemen.

The new law permits the surety companies on the State bonds of public warehousemen to cancel their surety bonds upon sixty days' notice.

Previously the surety companies were not permitted to cancel their guarantees during the life of the bond.

The new regulation will have the tendency to eliminate from the warehousing field those companies which become irresponsible and consequently not sound surety risks.

Latimer Honored

Oswald E. Latimer, secretary of the Scobey Fireproof Storage Company, San Antonio, will be installed as president of the San Antonio Rotary Club in July. Also he has been named chairman of the convention bureau of the Chamber of Commerce of the Texas city.

Detroit Firm Reorganizes

Detroit River Warehouse, Inc., Detroit, was incorporated in May with a capitalization of \$229,500 at \$750 a share. William E. Devone, with offices at 1612 Buhl Building, is incorporator.

The company is reorganized under Section 77-B of the Federal Bankruptcy Act.

Occupancy for March 30 Averaged 64.4%

Latest Mark 3.0% Below
Level of a Year Ago

THE May release of the Bureau of the Census of the Department of Commerce covering merchandise warehousing shows that the average occupancy on March 30, as reported to

the Bureau, was provisionally 64.4 per cent.

This compares with 65.2 per cent, the final figure, on the last day of February. March 30's provisional 64.4 mark

represents a recession of 3.0 per cent from the figure (67.4) recorded for the corresponding date in 1934.

This was the third month in succession that the country's average has fallen below the level for the previous year's corresponding month. The percentage, 65.2, for the last day of February is 2.0 per cent below the mark of the previous Feb. 28; and Jan. 31's figure, 66.3, is 1.3 per cent less than the mark reported for the same date in 1934.

The last-day-of-March percentages across eight years (with 1935's being provisional) are as follows:

1928	1929	1930	1931	1932	1933	1934	1935
70.8	69.9	70.0	66.8	64.3	60.2	67.4	64.4

The tonnage figures in the accompanying February-March table indicate that during March a larger percentage (by six-tenths of 1 per cent) of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In March, 364,657 tons (this figure being provisional) arrived at 979 reporting warehouses; of this, 296,710 tons, or 81.4 per cent, entered storage, the balance being delivered on arrival.

In February the total (final) arriving volume at the same number of warehouses was 342,401 tons, of which 80.8 per cent, or 276,666 tons, entered storage, the balance being delivered on arrival.

The provisional 81.4 for this past March compares as follows with the March percentages of the seven preceding years:

1928	1929	1930	1931	1932	1933	1934	1935
76.8	76.1	75.7	69.9	79.0	80.4	79.4	81.4

Occupancy

THE decline of 3.0 per cent in the country's average occupancy on March 30 last as compared with the mark recorded for the final day of March of 1934 was not reflected in the Brooklyn section of the New York metropolitan district and in Pennsylvania, Indiana, Illinois, outside of Chicago, Minnesota outside of the Twin Cities, and in St. Louis, Nebraska, Kansas, Delaware and Maryland and District of Columbia as a group, West Virginia, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Montana, Arizona and New Mexico, and Washington State, in all of which there were gains indicated. Michigan was unchanged. The greatest recessions reported are 31.2 per cent in

PUBLIC MERCHANDISE WAREHOUSING FEBRUARY-MARCH, 1935

Statistical data on occupancy and tonnage during the months of February and March, 1935, as reported to the Bureau of the Census

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.	Mar.	Feb.
NEW ENGLAND (Total).....	52.4	59.2	7,665	6,634	6.1	5.3	1,847	1,458	1.5	1.2
Vermont, New Hampshire and Connecticut.....	55.9	68.1	1,052	1,044	6.6	6.6	567	369	3.6	2.3
Massachusetts.....	33.3	59.7	4,864	3,979	5.5	4.6	1,015	860	1.2	1.0
Rhode Island.....	45.4	50.7	1,749	1,611	7.8	7.2	265	220	1.2	1.0
MIDDLE ATLANTIC (Total).....	65.8	67.5	114,217	105,708	16.1	15.0	8,977	6,639	1.3	0.9
New York Metropolitan District.....	67.8	69.8	88,458	83,411	16.7	15.9	3,640	2,581	0.7	0.5
Brooklyn.....	71.1	72.0	53,217	47,518	17.6	15.8	1,912	1,181	0.6	0.4
Manhattan.....	67.4	68.2	14,085	16,360	21.8	25.3	33	42	0.1	0.1
Nearby New Jersey.....	65.6	71.4	20,583	19,382	13.9	13.0	1,704	1,358	1.1	0.9
All other.....	28.2	27.1	273	181	2.3	1.3				
New York, except Metropolitan District.....	50.9	54.2	9,163	8,968	14.0	13.7	3,400	2,370	5.2	3.6
New Jersey, except Metropolitan District.....	33.5	34.6	392	418	4.2	4.4	0	19	0.1	0.2
Pennsylvania.....	66.8	65.5	16,204	12,911	15.4	12.2	1,922	1,660	1.8	1.6
EAST NORTH CENTRAL (Total).....	70.6	68.2	71,067	62,745	21.1	18.3	11,649	11,806	3.5	3.4
Ohio.....	68.8	69.0	16,463	15,424	18.9	17.7	2,575	2,864	3.0	3.3
Indiana.....	67.3	63.5	7,163	4,144	23.5	13.6	1,797	1,619	5.9	5.3
Illinois, except Chicago.....	72.6	73.9	1,916	1,760	9.3	8.5	2,477	2,355	12.0	11.3
Chicago.....	73.1	70.3	20,002	16,671	25.3	19.7	652	1,115	0.8	1.3
Michigan.....	79.1	77.2	18,000	20,290	22.0	24.9	2,313	2,018	2.8	2.5
Wisconsin.....	53.2	50.9	7,523	4,450	19.3	11.4	1,835	1,855	4.7	4.8
WEST NORTH CENTRAL (Total).....	68.0	69.5	23,197	22,298	15.3	14.8	8,045	9,107	5.3	6.0
Minnesota, except Minneapolis and St. Paul.....	59.2	63.1	1,160	900	15.5	12.1	576	466	7.7	6.2
Minneapolis and St. Paul.....	72.4	73.6	2,817	3,126	16.8	18.7	1,214	1,102	7.3	6.6
Iowa.....	45.6	46.9	2,335	2,215	11.1	10.5	940	994	4.5	4.7
Missouri, except St. Louis.....	64.6	64.9	5,856	5,592	18.7	17.8	1,213	982	3.9	3.1
St. Louis.....	80.7	81.3	4,986	3,611	15.3	11.1	366	433	1.1	1.3
North and South Dakota.....	76.7	82.4	1,928	1,970	9.7	9.9	1,353	1,087	6.8	5.5
Nebraska.....	70.0	68.9	3,124	2,553	22.8	18.6	1,554	1,646	11.3	12.0
Kansas.....	67.2	71.9	991	2,331	11.8	27.9	829	2,417	9.9	28.9
SOUTH ATLANTIC (Total).....	70.3	69.8	30,330	31,605	20.6	21.5	12,586	11,075	8.5	7.5
Maryland, Delaware and Dist. of Columbia.....	69.2	67.6	19,615	14,582	19.2	14.2	4,486	3,819	4.4	3.7
Virginia.....	83.6	67.9	2,271	2,474	39.2	41.2	916	1,056	15.8	17.6
West Virginia.....	82.2	80.6	1,217	1,997	14.3	23.5	487	317	6.7	3.7
North and South Carolina.....	67.1	71.8	1,090	2,116	9.4	19.5	536	455	4.6	4.2
Georgia and Florida.....	68.0	75.8	6,137	10,436	32.3	54.9	6,161	5,428	32.4	28.5
SOUTH CENTRAL (Total).....	54.6	55.4	31,794	32,828	22.1	22.8	11,665	14,815	8.1	10.3
Kentucky and Tennessee.....	85.4	80.6	4,092	4,268	27.5	29.2	1,563	1,791	10.5	12.2
Alabama and Mississippi.....	76.5	78.1	1,100	1,464	17.1	22.7	1,041	950	16.2	14.8
Arkansas and Oklahoma.....	72.9	70.8	3,926	8,618	19.7	42.3	3,764	7,338	18.8	36.0
Louisiana.....	72.4	71.6	14,836	12,429	23.8	19.9	1,212	854	1.9	1.4
Texas.....	38.9	41.3	7,840	6,049	19.5	15.1	4,085	3,882	10.1	9.7
MOUNTAIN AND PACIFIC (Total).....	62.6	59.5	18,440	14,848	12.1	9.7	13,178	10,835	8.7	7.1
Idaho and Wyoming.....	57.7	55.8	484	322	13.9	9.2	583	694	16.7	19.9
Montana.....	73.2	74.1	283	344	7.0	8.4	436	395	10.8	9.7
Arizona and New Mexico.....	75.7	68.0	613	606	6.5	6.8	1,575	1,337	16.7	15.0
Utah.....	55.5	58.3	1,459	1,539	27.0	34.2	7	70	0.7	1.6
Colorado.....	57.0	52.7	1,316	1,261	8.7	8.3	1,282	1,124	8.3	7.4
Washington.....	62.4	63.1	1,995	1,999	11.6	11.5	2,614	2,140	15.2	12.4
Oregon.....	64.2	64.2	350	244	7.6	5.3	411	261	8.9	5.6
California.....	62.3	58.2	11,940	8,533	12.8	9.0	6,260	4,805	6.7	5.1
United States (Total).....	64.4	65.2	296,710	276,666	16.8	15.6	67,947	65,735	3.8	3.7

The figures for February have been revised; those for March are preliminary.

Rhode Island and 25.4 per cent in Utah. The table which follows compares the provisional March 30 occupancy percentages of 1935 with those for the final day of March in 1934; and with those of the last day of March of 1929, which was the peak year:

	Occupancy— End of March		
	1929	1934	1935
Massachusetts-Vermont	48.9		
Massachusetts		57.8	53.3
Connecticut-Rhode Island	66.6		
Conn.-Vt.-N. H.		71.2	55.9
Rhode Island		76.6	45.4
New York Met. Dist.	64.7	71.4	67.8
Brooklyn	58.2	59.5	71.1
Manhattan	66.8	76.2	67.4
Nearby N. J. & other	75.0		
Nearby New Jersey		89.7	65.6
All other		42.6	28.2
New York State	61.6		
N. Y. State except Met. Dist.		54.0	50.9
New Jersey State	76.3		
N. J. State except Met. Dist.		45.3	33.5
Pennsylvania	72.0	65.1	66.8
Ohio	88.0	70.1	68.8
Indiana	80.8	57.9	67.3
Illinois	78.2		
Illinois except Chicago		71.0	72.6
Chicago	78.7	79.6	73.1
Michigan	66.0	79.1	79.1
Wisconsin	85.2	55.1	53.2
Minnesota	79.0		
Minn. except Mpls. & St. Paul		55.6	59.2
Minneapolis & St. Paul	79.8	82.7	72.4
Iowa	68.8	52.9	45.6
Missouri	82.4		
Mo. except St. Louis		65.4	64.6
St. Louis	83.1	71.4	80.7
No. & So. Dakota	93.7	80.2	76.7
Nebraska	74.2	61.4	70.0
Kansas	83.0	61.3	67.2
Del.-Md.-D. of C.	53.4	67.1	69.2
Virginia & W. Va.	69.3		
Virginia		87.8	83.6
West Virginia		79.4	82.2
No. & So. Carolina	65.1	71.7	67.1
Georgia-Florida	77.8	70.6	68.0
Kentucky-Tennessee	74.6	83.3	85.4
Alabama-Mississippi	77.5	68.7	76.5

	Occupancy— End of March		
	1929	1934	1935
Ark.-La.-Okla.	79.8		
Arkansas-Oklahoma		77.3	72.9
Louisiana		58.5	72.4
Texas	78.1	54.1	38.9
Ida.-Wyo.-Mont.	74.9		
Idaho-Wyoming		63.1	57.7
Montana		58.1	73.2
Ariz.-Utah-Nev.-N. M.	77.0		
Arizona & New Mexico		63.7	75.7
Utah		80.9	55.5
Colorado	75.3	59.8	57.0
Washington	64.6	54.5	62.4
Oregon	66.7	66.4	64.2
California	76.1	64.6	62.3
Average for U. S.	69.9	67.4	64.4
Warehouses reporting	1221	1103	1089

Comparing the March 30 occupancy percentages (provisional) with the final ones for Feb. 28 (as shown in the table on the opposite page), it is disclosed that the decline of eight-tenths of 1 per cent for the entire country was not reflected in a small part of the New York metropolitan district and in Pennsylvania, Indiana, Chicago, Michigan, Wisconsin, Nebraska, Maryland and Delaware and District of Columbia as a group, Virginia, West Virginia, Kentucky-Tennessee, Arkansas-Oklahoma, Louisiana, Idaho-Wyoming, Arizona and New Mexico, Colorado, and California, all of which reported gains. Oregon was unchanged. The sharpest advance was 15.7 per cent, in Virginia.

Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past March, out of total volume arriving, was provisionally

larger (by 2.0 per cent) than the average recorded for March of 1934.

Across eight years the March percentages (1935's being provisional) by divisions are as follows:

	Percentage Entering Storage—March							
	1928	1929	1930	1931	1932	1933	1934	1935
New Eng.	76.7	79.8	71.5	78.1	70.6	82.5	80.2	80.6
Mid. Atl.	82.3	89.5	78.8	74.4	93.5	90.0	94.2	92.7
E. No. Cent.	80.7	84.7	84.5	82.3	78.7	83.0	85.6	85.9
W. No. Cent.	63.8	67.9	74.2	73.0	65.9	63.0	69.2	74.3
So. Atl.	76.8	49.5	80.4	80.7	82.8	85.1	75.7	70.7
E. So. Cent.	73.4	78.6	79.4	61.6	62.9	63.7	65.1	66.6
W. So. Cent.	73.6	74.4	76.6	74.5	62.9	75.2	65.9	74.6
Mountain	55.5	64.3	61.2	10.4	61.8	63.3	43.9	51.6
Pacific	69.4	65.9	59.4	69.3	64.0	67.8	57.5	59.8
Country	76.8	76.1	75.7	69.9	79.0	80.4	79.4	81.4

Comparing this past March's provisional percentages with the final ones reported for February, it is seen that the advance of six-tenths of 1 per cent was reflected in three of the nine sections, with the Pacific group's figure unchanged.

By divisions, the comparisons follow:

	Percentage Entering Storage		
	Feb.	March	Change
New England	82.0	80.6	-1.4
Middle Atlantic	94.9	92.7	-2.2
East North Central	84.8	85.9	1.1
West North Central	71.0	74.3	3.3
South Atlantic	73.8	70.7	-3.1
East South Central	67.6	66.6	-1.0
West South Central	69.2	74.6	5.4
Mountain	52.9	51.6	-1.3
Pacific	59.8	59.8	..
Entire country	80.8	81.4	0.6

Demand for End of Federal Gas Taxes Is Submitted to Congress and the President

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

A BRIEF supporting the drive for elimination of Federal gasoline taxes has been submitted to President Roosevelt and both Houses of Congress by the National Highway Users' Conference, in behalf of 22 national organizations and associations in 21 States. Following are the points of objection raised:

"1. Motorists of the United States now are subjected to special, class taxation (in addition to their general taxes) amounting to approximately \$125,000,000 per year.

"2. Since each State and the District of Columbia levy special taxes on motorists, special Federal taxation on the same tax-burdened class of citizens clearly constitutes unfair double taxation, and it is an invasion of a field which admittedly should be left to the taxing agencies of the States. This latter point is of grave importance because many States have pledged their gasoline tax revenues to the payment of bond issues.

"3. These additional burdens of class taxation on motor transportation are a

handicap which is not suffered by any competing forms of transport; and they detract materially from the economy and efficiency which motor transportation has brought to the shipping and consuming public.

"4. In the case of the tax on gasoline particularly, the measure of a citizen's contribution to general Federal governmental purposes under this tax is the distance which he is obliged to travel or to transport his products by motor. In the case of the farmer, the measure of his contribution under this tax is the distance he lives from market. Such yardsticks for measuring the amount of an individual's contribution to governmental expenses are obviously absurd.

"5. Both the Finance Committee of the Senate and the Ways and Means Committee of the House of Representatives have expressed themselves in opposition to the continuance of these unfair taxes.

"6. The oft-repeated statement that special Federal taxes on motorists are justified as a means of furnishing funds for Federal aid in highway construction is entirely erroneous and unwarranted for the reasons that:

"a. Federal aid in road-building is

amply justified as a measure necessary for the national defense of all citizens—not merely the motorists;

"b. Federal aid also is necessary to facilitate the distribution of the mails for the benefit of all citizens—not merely the motorists;

"c. When the principle of Federal aid was inaugurated, it was not the thought of Congress that it should ever be contingent on the imposition of special Federal taxes on highway transportation.

"7. The motor industry and allied industries now are successfully leading the way to national recovery. The placing of unjust burdens of taxation directly or indirectly on motorists and the industries purveying the products used in motor transportation is therefore extremely unwise from a standpoint of national recovery.

"8. That the unfairness or injustice of these taxes is generally recognized is evidenced by the fact that Legislatures of 21 States have memorialized Congress asking that the Federal gasoline tax be allowed to lapse on the expiration date, June 30, 1935; and more than 200 organizations are on record as opposing these taxes."

—H. M. Manning.



The Month at Washington

Background of current events of interest to warehousing

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

I. C. C. Directs Reopening of Part VI of Ex Parte 104 Involving Rail-Warehousing

WAREHOUSING and the storage of property by rail carriers entering the port of New York will be subjected to further study by the Interstate Commerce Commission at hearings which will open at the Hotel Pennsylvania in New York City on June 24.

The study will cover warehousing and storage in the counties of New York, Bronx, Queens, Kings, Richmond and Westchester, in New York; and in the counties of Hudson, Essex, Bergen, Union, and Passaic in New Jersey.

It marks a reopening for the purpose of bringing down to date Ex Parte No. 104, Part VI, which is an inquiry launched by the Commission, on its own initiative, to explore rail carriers' practices affecting operating revenues or expenses.

Gratuitous storing of merchandise, it has been complained, has had a tendency to eat into railroad earnings and contribute to the carriers' present economic problems. This practice has also been protested by commercial warehouse operators who, not connected with the railroads, cite it as unfair competition.

After a meeting on May 6 the Commission ordered that the case be reopened and notified the following to supply necessary information concerning the whole warehouse and storage problem:

Baltimore and Ohio; the Brooklyn Eastern District Terminal; Bush Terminal Company; Central Railroad of New Jersey; Delaware, Lackawanna & Western; Erie Railroad; Hoboken Manufacturers' Railroad Company; Jay Street Terminal; Lehigh Valley Railroad; Long Island Railroad; New York Central; New York Connecting Railway Company; New York Dock Railway; New York, New Haven & Hartford; Pennsylvania Railroad; Staten Island Rapid Transit; and West Shore.

The subjects under consideration in this part of the general inquiry, and on which the carriers and their subsidiaries were warned to come prepared to discuss, are set out as follows:

All warehousing or storage afforded or performed on or in the lands, piers, buildings, structures, cars and other facilities and equipment, owned, leased, used, held or controlled directly or indirectly by respondents.

The investments, direct or indirect, of respondents in lands, equipment and facilities used, or to be used, for such warehousing and storage or used in part for such warehousing and storage and in part for other purposes, and the return to respondents on such investments.

The return to respondents on investments, direct or indirect, by respondents in the securities of companies engaged, or proposing to engage, in said warehousing and storage.

Loans, advances, labor, services, allowances, compensation and gratuities made or given, directly or indirectly, by respondents to others engaged, or intending to engage, in such warehousing and storage, and the purpose thereof and the return thereon.

The costs and expenses of loading, unloading, handling, transferring, distributing, warehousing and storing freight assumed or borne, directly or indirectly, by respondents in connection with said warehousing and storage.

Rents or other form of compensation, paid directly or indirectly, by respondents for the use of property devoted to such warehousing and storage.

Storage-in-transit rules and privileges established or granted by respondents.

Rules, rates, charges and practices involved in said warehousing and storage.

All other practices involved in said storage and warehousing, and all other information which will enable the Commission to determine whether respondents have complied in connection therewith with the various provisions of the Interstate Commerce Act, or other Acts in addition or supplementary thereto.

In the afore-outlined subjects, the Commission order explains, wherever the term "respondents" is used in this notice it should be understood as including, so far as may be necessary or appropriate to the context, all corporations and interests subsidiary to or affiliated with respondents named.

—Edwin Hartrich.

Shipping Interests Are Cited for Failure to Obey Statute Covering Warehousing Charges

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

IN what is considered one of the most significant reports ever issued by the United States Shipping Board, companies engaged in intercoastal commerce are cited for failure to obey the law with regard to making proper charges for all services entering into the handling and transfer of cargo, and listing separately each warehousing and terminal fee.

The report of Chief Examiner M. D. de Quevedo accuses American shipping companies of violations of the Intercoastal Act of 1933 in such a way as "materially affects the integrity of published rates for transportation," and results in "an unwarranted dissipation of revenue, which is not sanctioned by law."

One of the main points brought out in the Examiner's report is the failure by shipping companies to show in their tariffs each warehouse and terminal charge, the facilities used or granted, all of which, it is pointed out, is in violation of the law. The report states:

"Respondents' tariffs fail to show plainly the places between which freight is carried; or to name all rates and charges for or in connection with transportation between intercoastal points on their routes, or between intercoastal points on their own routes and the points on the routes of other carriers by water with which they have established through routes for intercoastal transportation; or to state separately each

terminal or other charge, privilege or facility, granted or allowed, or the rules and regulations which change, affect or determine such rates or charges, or the aggregate of such rates or charges, or the value of the service rendered to consignors or consignees, in violation of Section 2 of the Intercoastal Shipping Act of 1933, and each respondent is required to amend its tariffs in the manner indicated."

This report was drawn up after representations had been made to the Department of Commerce that the shipping companies were not obeying the law.

An investigation was made covering not only the tariffs and classifications of the vessels in question, but also of the receipt, handling, storing and delivery of property at warehouses in the port districts; the actions of transportation services and others in this connection, including those without proper tariff authority, those transportation services under private contract with the shippers—in effect, a complete survey of all agencies affected by intercoastal commerce. Hearings were held in New York City, San Francisco and New Orleans, and warehousemen were among the many witnesses who testified.

As one of the premises for the accusations, the report reminds that "persons engaged in the business of furnishing wharfage, dock, warehouse or any other terminal facilities in connection with common carrier by water are subject to the Shipping Act of 1916." This is elaborated on to show that discrimination and unreasonable practices are legally disbarred. This also provides for accurate listing of all charges incidental to transfer and handling of cargo.

Charges Must Be Stated

By law every charge for warehousing service must be clearly stated in the tariff schedules. This must be done either by the shipping company or by its agency. "If in connection with intercoastal transportation a terminal or other charge is made or a privilege or facility is granted or allowed, or a rule or regulation in anywise changes, affects or determines any part or the aggregate of the rates, fares and charges or the value of the service to the shipper or passenger, it must be stated separately in the tariff of the carrier, regardless of who makes the charge, grants or allows the privilege or facility or applies the rule or regulation. This obligation is not being carried out by the respondents"—that is, the shipping companies.

The operations of the Luckenbach Steamship company in the intercoastal service are cited as an example of the failure to make proper charges for warehousing and other services. This company is accused of failure to show wharfage, dockage, storage, and handling charges which must be paid by the shipper or absorbed by the company.

The schedules of the Luckenbach company do not show, for example, that there is a free storage period, after which there is a charge, or the absorp-

tion of such storage charges at its Boston terminal, or the trucking charges absorbed by Luckenbach for shifting cargo from its Commonwealth pier to Mystic pier on shipments destined thereto but unloaded at the first point; or the wharfage charges, varying according to the commodity in that part.

At Providence

At the Providence, R. I., terminal of the Luckenbach line, storage rules and charges, wharfage charges and the amounts for such are not listed in the tariffs, the report states by way of citing a typical violation, nor is there a listing of the storage charges or lighter charges incidental to handling of cargo at New York. At Philadelphia there is a charge for unloading or loading rail cars, for which no mention is made, unless the rail rate is less than 9 cents per 100 pounds, in which event these services are free. Nor is there a listing of storage rules and charges. In effect, this practice is carried for handling of cargo at Los Angeles, San Francisco, Alameda, Richmond, Oakland and other California ports.

The report of the Examiner states that, due to lack of sufficient information on whether absorption of charges in some places and not in others in handling of cargo is in violation of the Federal law, the results of such action are described as "unwarranted dissipation of revenue which is not sanctioned by law."

The increased competition for business, it is suggested, has forced shipping companies to disobey the regulation with regard to stating free storage period allowed shippers at terminals. The American-Hawaiian Lines and the Luckenbach Line have increased this free storage period at their Philadelphia terminal from time to time until it ranges from 5 to 90 days, and this is subject to individual agreement with each shipper, the report states. This situation exists on the Pacific Coast, in and out of Portland, Ore. This practice is carried on by the shipping companies without notice of such grants of facilities in their tariffs, the Examiner finds. In treating this subject, the report states:

"Failure to properly post, file and publish all rates and charges for and in connection with transportation and rules which in anywise change, affect or determine any part of the rates or charges is as serious a violation of law as failure to observe strictly such rates and charges after they have been published and filed. A penalty is prescribed by law as heavy for one violation as for the other. This advertence is necessary in view of the fact that the record shows that some of the respondents consider themselves at liberty to act most freely when no rate charge or rule is contained in the tariff."

In continuing to set forth the obligations of the shipping companies, the report says:

"It should be clearly understood that

respondents may not legally absorb charges of any character whatsoever, or perform any service of any nature, free of charge or otherwise, for or in connection with intercoastal transportation, unless and until proper provisions have been made in the tariff."

Thus, clearly, warehousing charges and services rendered in handling of cargo must be set forth.

Touching upon the angle of motor transportation affected, the Examiner states that a discussion of the merits of equalizing water rates with rail or truck rates is at the present of academic value only.

Throughout the report numerous instances are cited showing failure by shipping companies to report proper tariffs, which are in practice passed on to the shippers. While developing the record of investigation a questionnaire was sent to the shipping companies asking them to report the interchanges of cargo and reasons for such transfers, the parties performing services necessary for interchange of cargo and such charges for each service, and absorption by the respondent. The reply of the American-Hawaiian Line was typical of the many received. In describing the interchange of traffic with the Eastern Steamship Lines at Boston, the American-Hawaiian reported that tariffs do not provide transfer charges, therefore the trucking charge of 8 cents per 100 pounds is billed against the consignee, and that there is no absorption under this interchange.

—Edwin Hartrich.

Bill for Farm Storage Facilities Not Likely to Be Enacted into Law

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

REPRESENTATIVE McSWAIN'S bill (H. R. 3628) now before the House Committee on Agriculture—and against which a protest has been made on behalf of the Association of Refrigerated Warehouses—to authorize the PWA to construct farmers' markets in each State, including necessary storage facilities and buildings, apparently is merely an effort to impress the PWA with the need for such markets in South Carolina.

That State has planned a public works program which incorporates the construction of several farmers' markets in the Piedmont section. On behalf of this plan Mr. McSwain introduced a bill to bring pressure on the PWA by emphasizing South Carolina's claimed need for such public markets. His office intimates, however, that when South Carolina gets the okay on its particular public works program, this bill will be allowed to lapse. Mr. McSwain apparently is not interested in the creation of State farmer markets all over the country, as called for in his bill, which would authorize the PWA to finance the establishment of not more than six such markets in each State.

Little, if any, action is expected on the measure for this session. A similar bill, introduced last year, reached the stage where hearings were held, but due to opposition brought forward the bill was allowed to lapse.

R. H. Switzler, vice-president of the St. Louis Refrigerating & Cold Storage Co., St. Louis, recently wrote the following letter to the Committee on Agriculture:

"As chairman of the committee on law and legislation of the Association of Refrigerated Warehouses, a Division of the American Warehousemen's Association, my attention has been called to H. R. 3628, and a copy of the bill is in my possession, introduced by Mr. McSwain on Jan. 10.

"We are wholeheartedly opposed to this and other legislation of the same character. We are against the Government going into business any further than it is now. The creation of farmers' marketing centers, as provided for, will not cure the ills of agriculture. The difficulty with agriculture, as with other lines of business, is not in a mode of selling and distribution, as so many people seem to think, but in under-consumption and lack of demand.

"You cannot create demand by providing more marketing centers; it has been tried by municipalities. We have an excellent example right in our own city of St. Louis—the Union Market. The city spent upward of a million dollars to provide a beautiful market but it was a 'flop.' Why? The people went elsewhere.

"The idea contained in this legislation is nothing but a dream, is unworkable and will prove a great disappointment. I repeat we are unalterably opposed to this bill."

—Edwin Hartrich.

I.C.C. Denies Belt's Motion in Chicago Switching Case

THE Interstate Commerce Commission has overruled the motion by the Belt Railway of Chicago to dismiss the complaint of the Illinois Association of Merchandise Warehousemen charging the railway with being guilty of discriminatory switching rates.

The warehouse group had complained to the Commission that the Belt Railway was in violation of the I.C.C. order of July 3, 1933, setting forth the switching rates in the Chicago area. Due to this alleged violation the rates favored the Crooks Terminal Warehouses, Inc., Chicago, and were discriminatory against the rest of storage group, the Association claimed, with the Crooks organization being given a service equivalent to two switchings for the price of one.

The Belt Railway, answering with a motion to dismiss the complaint, stated that this case embodied the same principles involved in that of *Anchor Storage Company v. Alton Railroad*, now pending before the Commission; and that while that case was being settled, the Belt Railway should not be "put to the

trouble and expense" unless the record was found inadequate and incomplete as regards the principles involved in the later case.

The Belt Railway stated also that the complaint by the warehousemen's association was deliberately brought forward to the attention of the Commission; thus, having two similar cases before the Commission, the association's stand in the dispute would be strengthened.

—Edwin Hartrich.

Present Congress Likely to Extend Coordinator's Office for Another Year

THE "snail's pace" movement of legislation in the current Congressional session has prompted the Senate Committee on Interstate Commerce to report out a bill continuing the office of Coordinator of Transportation for one year, or until June 16, 1936.

Pending is a bill to make the office permanent, but the slow action by both Houses raises the possibility that the bill may not be agreed to before June 16, whereas the one-year measure will not cause a controversy. The committee declined a suggestion that the President be given the power of an additional year's extension.

The report recommending adoption of the bill made no mention of the fact that the Coordinator will administer the trucking Code, in large measure, if the Eastman bill passes, but said:

"The financial condition of the railroads has not shown material improvement owing to several causes, including loss of traffic resulting from the depression and from the competition of other forms of transportation, and in general their net income continues around 50 per cent of that for the period 1923-25.

"Loans approximating \$500,000,000 have been made by the Reconstruction Finance Corporation. An amount of \$70,000,000 has been repaid; \$50,000,000, however, is in default. A dozen or more roads are in receivership or in the hands of trustees appointed under the Bankruptcy Act. Further failures are impending unless railroad financial health can be improved through elimination of wasteful practices or a material increase in traffic.

"Studies made by the Coordinator and his staff reveal large savings as possible to be realized by the railroads should their recommendations be adopted. For example, large annual savings are predicted to follow the adoption of the recommendations of the Coordinator's merchandise-traffic survey, of his passenger survey, and of his report on car pooling. While other studies of importance are approaching completion, there are negotiations for the adoption of their recommendations to be carried on, and such important studies as those involving, for example, terminal allowances, carload traffic, and labor relations, cannot be completed before June 17, 1935."

—H. M. Manning.

Central Corp., Richmond, Appeals Tax Ruling

THE Central Storage Corporation, Richmond, Va., has filed a petition with the United States Board of Tax Appeals for redetermination of its income tax liability for 1932, which according to the Commissioner of Internal Revenue discloses a deficiency of \$424.55.

The petition, filed by I. J. Hartley, president of the corporation, contends that the Revenue Commissioner erred in refusing to use the accrual method in determining the taxable income and tax liability.

The petition points out that the corporation's income for 1932, and from Jan. 1, 1933, to April 30, 1933, was derived entirely from rent collected, and contends that the Commissioner determined the net income by using the full amount of rents, due, receivable and received, but excluded, as deductions, interest due and payable on borrowed money.

The storage corporation has requested a hearing before the Board of Tax Appeals in an effort to set aside the ruling of the Revenue Bureau that a deficiency exists.

—George H. Manning, Jr.

Quaker City Reorganization Plan Ordered into Effect

Since issuing an order confirming the reorganization plan proposed for the Quaker City Cold Storage Co., Philadelphia, under Section 77-B, of the amended Federal Bankruptcy Act, United States Judge W. H. Kirkpatrick decreed on May 6 that the plan be put into effect. The decree was pursuant to a petition filed in U. S. District Court by the reorganization committee for the storage company, which set forth the action proposed to be taken to put the plan into effect under the Court's supervision.

Federal Judge Kirkpatrick's decree was on motion by counsel for the reorganization committee. The Court approved and confirmed in all respects the manner suggested for the carrying out and putting into effect of the plan. The company had been in equity receivership since Aug. 7, 1933.

Idaho Firm Remodels

The Blackfoot Transfer & Storage Company, formerly the White Transfer & Storage Company, Blackfoot, Idaho, is remodeling its building on West Idaho Street. The east quarter of the building which for many years housed the White firm is being altered to include storage facilities with two cooling rooms to be completed probably in June. The estimated cost of the improvement is \$2,000.

Profitable 1934 for Garrett Co.

In a report filed with the Utah Public Utilities Commission on May 4 the Garrett Transfer & Storage Co., Pocatello, Idaho, showed a net income of approximately \$24,220 for 1934.

Developing New Business for Warehouses

No. 112
Handling
C.O.D.'s

Changes in the credit ratings of retailers demand a new service for the national distributor

H. A. Haring on
Solicitation of Accounts

THE depression has tremendously increased the number of retailers to whom the manufacturer sells only for "cash money on the barrel." Their credit is so uncertain that "Cash on Delivery" is the basis on which they are compelled to buy much of their merchandise.

Two principal reasons account for this great swelling in their numbers.

The first reason is that continued low profits, these years, have so reduced the capital of many dealers that they now hang close to the edge of bankruptcy. They have managed to continue in business only by the exercise of their wits to obtain goods. They owe so much that one more debt means nothing. They are driven, in sheer desperation, to resort to any device that will provide merchandise for their shelves. As soon as one source cuts off credit—and supplies—they turn to another, with no intention of paying off the older debt and with little thought of paying on the new except for the purpose of "establishing credit" for the sake of getting more goods.

When this condition develops with a retailer, the supply house will refuse to deliver more goods on credit or open account but is willing to continue business relations on the condition that the retailer shall pay for each delivery as made. Meanwhile the credit department does its best to make collection of the past due account. But the outcome is that the retailer is classed as a "C. O. D. account"—a reputation which has a strange way of becoming known throughout the business world. One supplier who shuts off credit and announces "It's C. O. D. or quit" seems to be the signal for a host of others to inflict the same rule on the luckless retailer. Shortly he finds his "Delivery Door" blocked with men holding yellow sheets in their hands, each demanding the money before unloading the goods from his waiting truck.

The second reason for the increase of C. O. D.'s also rose out of the depression. Many men, out of jobs, but with the will to do for themselves, have set up in business "on their own." Necessarily they begin in a small

way. They are "little fellows" in the business world. Six years ago, character and health and a knowledge of the particular trade would have been sufficient to get them a credit rating with the commercial agencies. They might even have been able to borrow from local banks.

Today, however, and for the past four years as well, all credit bureaus have looked with disfavor on these "little fellows." No one has forgotten that the individual striking out for himself is the backbone of America's wealth. Nor have banks forgotten that their prize accounts had humble beginnings. Not at all. But, with the losses of the depression so fresh in mind, no one now takes a risk of this sort.

Instead of nursing the beginner along through his first years in the hope of turning him into a "best customer," the attitude of today is to let him fight it out for himself. If he loses, the loss is his. If he wins—so runs the business rule of today—it will then be time to go after his orders tooth and nail, by superlative salesmanship to overcome the ties and friendships of the struggling years. Business today seems to be all "business" and very little "friendship"; suppliers rely on price and their ability to persuade, rather than on long-continued understanding of each other's problems.

Out of the combined condition we have many times the number of C. O. D. deliveries that we ever had before.

A jobber in St. Louis told me recently that "two thirds of our accounts buy on the C. O. D. basis only." A hardware wholesaler in Cleveland made the proportion even higher when he said "nine-tenths of the orders that go out for less than \$25 are C. O. D. and half those above that figure ought to be." Many of the distributors of liquors, since Repeal, in one city after another began by putting every account on this basis, allowing "credit" only after an outlet had won the right by a proven ability to pay its accounts. A foods distributor in New York State with 600 accounts in his territory, representing one of the best known manufacturers of national brands, related within a month that "only a tenth of them are charge accounts." The others pay as they get the goods.

But when C.O.D. deliveries become more common, the warehouse prepares itself to handle them.

Delivery routes are laid out with a view to picking up the slack of delayed trucks, through such devices as using an extra man per truck who stays behind to make the collection while the truck moves on to the next delivery on the route. By the time the truck returns, the first man has cleared the transaction and the goods may quickly be handed over.

Some warehouses tell me they save

Warehouse Accounts

Whatever applies to a jobbing house is found also in the distribution by a manufacturer who deals directly with retailers. Hence the accounts whose goods fill our warehouses face the identical problem of the uncertain credit standing of their customers.

They, too, have had to cut the list of accredited customers and lengthen the C.O.D. roll—those deliveries which harry the warehouseman to death.

A C.O.D. delivery requires more

time of the man and his truck. It adds to the financial responsibility of the warehouse—first, because omission of the collection may mean a loss; secondly, because handling the money is an added service and a distinct burden on the organization. Even the ordinary warehouse fee for such a delivery is inadequate, until the point comes when such deliveries run into hundreds a week. For the occasional such delivery the accepted service charge is not compensation for the labor involved, to say nothing of the risk and bother.

the time of their trucks by telephoning ahead to the C.O.D. destinations, especially where they are more or less regular stops, giving exact information of the sums to be collected and the items to which they apply. Then the receiver is prepared to meet the delivery without delaying the truck.

One warehouseman has told me at considerable length how his solicitors call regularly on these C.O.D. destinations and explain the warehouseman's position as agent for the manufacturer. In this manner they get across to the retailer the difficulty of the situation, making it clear that the warehouse is not the one which questions the credit but that it is helpless under the conditions. Thus the retailer's natural irritation is mollified to the extent that he cooperates by having the money ready. Then, as reward for this friendly assistance, the warehouse solicitor gives the retailer to understand that sometime when he needs goods in a special hurry, or at odd hours, all he needs do is to ask for a "special delivery" and he will get it.

The C.O.D. irritates everyone concerned.

No more difficult problem confronts the warehouse in its local deliveries. In the past, when the number of C.O.D.'s was small, they mattered little. Today, when they mount into hundreds and even thousands a week, the problem deserves the thoughtful attention of an operating executive, chiefly with a view to obviating the feeling of irritation.

We must remember, too, that all C.O.D.'s are not a matter of credit.

The time is past when one is safe in saying "another dead beat" when the C.O.D. label is pasted on. Often the deliverer is not in that category. He may be, of course, poor pay. He may, on the contrary, be nothing of the sort.

For, under the codes of some trades, C.O.D. has risen in dignity to the point where all shipments of certain goods, under a given value such as \$5, go out C.O.D. Especially is this the rule, of rather long standing even before the NRA pacts with the cutting-up trades, with ladies and women's suits, with much millinery, with piece goods from finisher to merchant tailor, with shoe findings and leathers, etc. The automotive supply industry is well known for its strict adherence to the cash payment: it is not a matter of credit rating: the rule is cash-on-delivery of the repair part. Tools, too, and radio parts, observe the same custom. Other trades may have a similar method, without having come to my attention.

Therefore, we repeat, it is no longer safe to conclude that the delivery is destined for "another dead beat" merely because it carries a C.O.D. label.

The warehouse should revise its delivery methods to fit this changed condition. Deliverymen must alter their approach. They must be coached to handle the transaction in its true light—as a business where the warehouse brings dignity to the account it represents and the goods it delivers.

A Large Per Cent of Total Volume

As the number of C.O.D.'s has multiplied, the owner of the goods, who is the warehouse's "account," has been forced to think differently of this whole situation.

Once the C.O.D. represented a tiny percentage of total volume; today it may apply to 60-75 per cent of deliveries, in number, and 50 per cent of them in value. For a few trades—some types of fabrics and clothing, leather, automotive goods, and tools—it may involve 90 per cent of all goods sold.

Before the warehouse undertakes to collect money, there should be a definite understanding. It is, for instance, simple for the manufacturer to say "Get the cash or bring back the stuff." But suppose when the deliveryman arrives at the retailer's door he is handed a check payable to the manufacturer. If, of course, the check is paid when presented through regular course—which may mean a week or ten days if the distance happens to be great and ordinary mails are used—all is well. But should the check bounce back, trouble lies ahead.

All warehousemen know the usual routine: the manufacturer turns back the check with caustic remarks to the effect that "a check is not cash and we said cash; it's your lookout; get us the money;" etc. The warehouseman goes around to collect and finds the place shut; or, as usually happens, he spends three weeks waiting for the retailer to have funds in the bank to make good the check. Even if payment is ultimately received, the small service fee for handling a C.O.D. is hardly a drop in the bucket of costs.

The agreement with the manufacturer should, in all cases, state definitely how the warehouseman is to meet the retailer who proffers his check, made payable to the manufacturer.

The best arrangement is the one which has become almost the rule with those larger manufacturers who use warehouses for delivering. The manufacturer opens a bank account in the warehouseman's city, conveniently located. Into this account the day's payments from all C.O.D. items are deposited by the warehouse, to the credit of course of

the manufacturer. A duplicate deposit slip is mailed along with the day's delivery slips and the report.

In this manner the money never passes through the warehouseman's books at all. He acts merely as agent to make the collection. A check payable to himself is endorsed for deposit not to the warehouse's account but to the credit of the manufacturer direct. A check payable to the manufacturer is also endorsed by use of a special endorsing stamp which prevents the warehouseman from touching the proceeds or mingling the money with his own funds. Such a check is thus put into immediate collection through the bank, without that loss of time that comes when it is mailed to the manufacturer with the day's report and deposited the following day in his own bank at a distant point. Then, should the check prove to be not good, it becomes the manufacturer's problem to work out an adjustment. The warehouseman, having discharged his full duty by making the deposit, is relieved of further liability. Needless to say, before such a plan can be effective it must have agreement from both parties.

Should the manufacturer not be willing to have checks accepted from his customers as deliveries are made to them, he must issue the rule to that effect. Any irritation which arises will then be between him and the retailer; the warehouseman stands aside until they come to a settlement.

It is reported to me, time and again, that manufacturers do not hesitate to authorize acceptance of such checks after a local bank account has been arranged, it being their experience that prompt deposit insures quick collection of these local payments and that the number of "returned" checks quickly drops to zero. They learn, in a few weeks, which retailers issue valid checks and which do otherwise. The warehouse can then be instructed for the few individual deliveries where a plain check is to be refused.

The plan—namely, that of having the manufacturer arrange for a local bank deposit account—greatly reduces the work of putting through a warehouse these C.O.D.'s. Each day's receipts clears itself. The money and checks, as returned to the office by deliverymen, make an exact balance with the C.O.D. delivery slips for the day. Then, by taking the exact total to the bank and receiving a duplicate deposit slip for the money, remittance of this deposit slip along with the day's delivery slips to the manufacturer closes the day's transactions. No need exists for the cash to "go through the books" of the warehouse at all.

Warehouse accounting is simplified. The whole procedure is greatly speeded. Far less clerical work is involved, and when it comes to the close of the month the warehouse pays no attention whatever to C.O.D. deliveries in the stock statement. The money collected has "cleared" itself from day to day. All that remains is the usual balance of stock to be accounted for.

Correction

In the April *Distribution and Warehousing*, in the discussion of "canned soups" in the "New Business" article, Mr. Haring made an error which he desires to correct.

The Phillips Packing Company informs him that its cans are not, as the author stated, "a bit smaller than Campbell." Phillips reports that both Campbell and Phillips used the regular standard No. 1 cans; and the weight of the contents, as given on the labels of both, is 10½ ounces. For comparable merchandise the two makers offer the purchaser the same quantity of soup.

A Service To Be Stressed

so slowly that we barely perceive the change. But, when the warehouseman solicits accounts, is not this one of the services to be emphasized?

We have mentioned the methods by which our best patrons have met the difficulties of the C.O.D. This does not mean, by any means, that all manufacturers so much as know what these methods are. Knowledge of improved methods spreads slowly through the business world. Yet every warehouseman does know these devices, which he has operated several years now and which he can pass on to a new account most easily. The solicitation of accounts might wisely cover the manner of handling C.O.D. accounts, including the service charge that is needed to recompense the warehouse for the added out-

Like many innovations, the handling of C.O.D.'s has come upon us

lay of time and labor and including—especially, the newer manner of allowing the manufacturer to open his own local bank account for deposit of the money.

It is to be expected that accounts with a thousand C.O.D.'s a week—as many of the liquor accounts have with individual warehouses—would already have adopted the best methods. It is not so likely that the smaller manufacturer, with a dozen or two a week, will have seen the advantage of this procedure. The opportunity is given the warehouse to show the smaller concern what to do and how to better its methods.

Some warehouses, I find, are specializing on those accounts which demand C.O.D. deliveries. They have perfected the handling of hundreds of collections a day so that the minimum of office work is required, and incidentally so that the financial responsibility of the warehouse is kept down to reasonable items.

Houses now doing only an occasional transaction in C.O.D. might well prepare themselves for more, because this mode of selling goods is bound to increase. And, in their solicitation of business, they might well prepare to tell the story in the most effective manner. How one concern has done a thing is the best way to lead another to the same thing, as we well know.

Storers have been thinking so hard about rates that they have almost forgotten what services the warehouse gives them. They remember "storing" and they cannot forget "handling"; but of the special services and the many aids to their own selling, their memories get foggy. Here, however, is one service of most definite and measurable value. It ought to be emphasized in the solicitation, particularly those new developments brought into the C.O.D. picture by the years of depression.

Second Bidding for Federal Canned Meat

(Concluded from page 11)

is the spread from 31 pounds to 44, or an increase of about 50 per cent in weight and bulk. Therefore, if any comparison were to be made between the two bids of an individual warehouse, it should properly be Item 2 which ought to be compared with the bid under the first opening.

Even here a difficulty creeps in.

In the first bidding, warehousemen named a rate for the initial month (handling plus one month's storage) and a rate for storing only for the succeeding months. In the present bidding, they were required to quote, flat, a rate for storing per case per month, first month to the end of the period; and, as a separate item, the "handling charge" in and out of store.

Ordinarily, in the business, one would add the handling charge to one month's storage charge in order to obtain the initial month's charge. But, under the peculiar wording of the schedule as put out by the FSRC, this is not altogether satisfactory, because Schedule 130 allows also an opportunity to quote separately for another item of handling out of store—namely, what they termed "Carloading charge." Some warehouses, for their own protection, quoted alternatively for loading into vessels.

Yet, for all these difficulties, anyone can see that the second lot of bids quotes lower rates than the first. The changes may be fractional but they are real. Hardly a bidder has failed to sharpen his pencil. The reader may give himself more amusement than a cross-word puzzle ever brought by jotting down a list for himself—the warehouses of his own city, the warehouses tabulated by us for

Code membership, the big leaders in the industry. We, however, hesitate to publish any comparison for the reason that any column requires so many explanations that it is apt to be misleading. The explanations are necessary owing to the facts given in the paragraphs preceding this one: the differences in specifications as to weight; the separation of storing from handling.

Whatever method you may adopt for a "list," the outcome will be the same: the price has dropped.

When reviewing the first bidding, I made the statement that:

"A good warehouse, honest and capable, in a commercial city, is willing to accept canned meats for 2½-4c. first month and 1¼-2c. thereafter."

More Profitable to Work with Railroads

(Concluded from page 15)

man is just as welcome to come into my office for a chat as the wealthiest man in town. My office door is always open and whoever wants to talk to us has only to walk in, no matter how busy we are. The good will that this policy builds is invaluable.

For example, I know of one case where a tip from a railroad freight solicitor brought us what has been one of our best accounts for more than six years. And it happened that we hadn't been able to give this man any business. But we treated him well and made a real friend.

In some cases there is bound to be a conflict between the railroads themselves. In such instances, we consider the customer's best interest, trying to give him the benefit of pick-up and de-

Today, in the light of the second bidding, these figures must be revised. The price has gone down, the higher level disappearing and all bids tending to be low. I would estimate that for the first month (storing and handling) a fair average of the bids under Schedule 130 from our best houses would be 2c.-2½c; and, for succeeding months, somewhere between 0.75 cents and 0.85 cents. Decimals are everywhere used in the second lot of bids, one reason being that discounts and such unusual quotations as those from Philadelphia had to be submitted in "net figures." Possibly it was beyond a Government clerk to apply the rules; they escaped the work by compelling the warehouses to alter established custom!

livery wherever possible. We've been very frank to tell the railroads our stand on this and the one truck line where we do consider the service superior. We find that this straightforward attitude always pays in the long run.

We are also very fair with the railroads on claims, with the result that in the past ten years not a single one of our claims has been questioned. If a case is broken, we have our man re-cooper it at a minimum cost and charge the railroad just the actual cost fee for our time.

Our company has taken a definite stand on getting the drayage where customers want merchandise shipped by truck. We won't release anything to contract haulers at our own dock. We insist on the drayage to their docks.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Mortgagee and the Storage Account

UNDER all circumstances warehousemen should safeguard themselves against loss of storage charges on mortgaged goods by obtaining a written agreement from the holder of the mortgage to guarantee payment of the storage account. Otherwise the warehouseman stands a good chance of forfeiting his warehousemen's lien.

For illustration, in *Burglass v. Wright*, 159 So. 176, Orleans, it was disclosed that a furniture dealer sold a lot of furniture to a man named Wright for the price of \$822.30. Wright paid in cash the sum of \$80, and for the balance of the purchase price, \$742.30, he executed a chattel mortgage in favor of the furniture dealer. Wright also gave his promissory note to the furniture dealer, and the chattel mortgage was duly and properly recorded.

Sometime later Wright placed the furniture in storage with the O. K. Storage & Transfer Co. He became delinquent in his monthly payments to the furniture dealer under the terms of the chattel mortgage, and delinquent also in payment of the monthly storage charges to the O. K. firm.

At about this time Wright wrote the warehouseman a letter, in part as follows:

"I owe a good size bill on that furniture to Burglass, and we came to an agreement sometime ago that I was going to go to housekeeping not later than March 1 and at that time Mr. Burglass [furniture dealer] will pay the storage account in full."

After the furniture had been in storage for some time the furniture dealer wrote a letter to the warehouseman, in part as follows:

"We are taking the liberty to write you in Mr. Wright's behalf as he has advised us that he owes you storage charges in the neighborhood of about \$80 and we trust that you will assist Mr. Wright as we are doing and carry his account along for an additional time. We do not hesitate to say that we feel that this matter will be adjusted in full at a very early date."

Several months later the furniture dealer demanded possession of the goods from the warehouseman and refused to pay the storage charges. The warehouseman contended that in view of the afore-mentioned letters the furniture dealer was responsible for payment of the storage charges.

However, in the ensuing litigation the higher Court held the furniture dealer

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems, care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies give worthwhile information to the industry generally.

entitled to possession of the furniture to satisfy the chattel mortgage, without paying the storage account. This Court said:

"It can easily be seen from the terms of the foregoing letter that no idea is there conveyed as to the guaranty by Burglass [furniture dealer] of the storage account. . . . There is nothing in the record to show that plaintiff [furniture dealer] at any time agreed to waive its right to declare the balance on the mortgage due and payable, and nothing it did can be reasonably construed to mean that it intended to do so."

Private Truck Owners Beware

THERE is little doubt but that the incomes of warehousemen and transportation companies are greatly reduced because in many instances private truck owners permit and authorize use of their trucks for accommodation of their employees in transporting household goods and other merchandise.

However, at least 75 per cent of this lost revenue can be recovered if the owners of such private motor vehicles were informed of the decision rendered by a higher Court in the recent case of *Smedley v. Frank & Seder Co.*, Philadelphia, 176 Atl. 783. And it surely will be to the best interest of warehousemen and transportation companies in all localities to adopt some plan to pass this information along to all motor truck owners generally.

The facts of this case are that a department store employee approached the store superintendent and explained that he desired to move his household goods from the house in which he presently lived into another house he had purchased. This employee wanted to save some little money in transportation costs, of course not realizing the damage, scratches and breakage incidental to moving his goods by inexperienced movers and packers in an ordinary truck not properly equipped with modern padding, comforts and the like. Cer-

tainly he did not anticipate the ultimate cost to his employer.

However, the superintendent ordered a truck driver to use a company truck to do the moving. After the job was finished, and while the truck driver was driving the truck to the store garage, he collided with a street car, demolishing the truck and receiving injuries which caused his death. His dependents sued to recover compensation.

It is important to know that notwithstanding the fact that the attorney for the store argued that the superintendent had exceeded his authority in loaning the truck, etc., the higher Court held the dependents entitled to a recovery, and said:

"Employers may properly do many acts of courtesy and service for their employees, and another employee, while doing them pursuant to directions, is not outside the scope of employment if they are ordered to be done."

When Truck Is Used for Pleasure

THE law is established that when the driver of a warehouse truck, or other person not in employ of the warehouseman, uses the truck without the consent of the warehouseman the latter is not liable for the negligent conduct of the driver unless the vehicle is being used in his business. Particularly is this so when the use of the truck is contrary to the express instructions of the warehouseman and for the pleasure or business of the driver. In such a case it is not important evidence that the driver was in the general employ of the warehouseman and had the authority to use the truck at certain times.

For example, in *Waddell v. Langlois*, Baton Rouge, La., 158 So. 665, it was shown that the driver of a motor truck had the exclusive use of it and at times, instead of leaving it at the warehouse, he drove it to his home and kept it there at night.

One evening he used the truck for his own pleasure and took his friends for a picnic ride. He had a wreck and injured the persons he had invited to ride with him. These injured persons sued his employer to recover damages.

The Court held the employer not liable, and said:

"The truck, in going to the picnic and in returning therefrom, was not being driven in the exercise of the functions in which the driver was employed."

Compensation Ruling

GENERALLY speaking, the State laws with relation to compensation allowances provide that a warehouseman who carries State compensation industrial insurance is not liable under common law damage suits for injuries to employees. However, a recent Court has held that if the employee is injured by negligence of the warehouseman, or his authorized employees, while the injured employee is not acting within the scope of the employment, then the warehouseman may be liable in common law damages in addition to payments which the employee receives under the State workmen's compensation insurance laws.

In this case, *Thomas v. Shippers Warehouse*, Orleans, Ind., 158 So. 859, it was shown that a warehouse employee had quit his work for the day, and had started home, when a warehouse truck collided with him, effecting severe injuries. The injured employee accepted compensation under the State workmen's compensation or industrial insurance laws and then filed suit against the warehouseman for damages. In holding the warehouseman liable for \$1,500 damages, the Court said:

"Plaintiff was not engaged in any business of his employer at the time of his injury, nor did the necessities of his employer's business require him to be where he was, and we therefore conclude that his injury did not arise out of his employment."

Number of Trucks May Be Limited

RECENTLY a higher Court rendered an important decision to the effect that where a transportation company files application and affidavit with the Public Service Commission, listing a certain number of trucks in its use, the Commission may legally limit the company to use of this number of trucks in its business.

In this case, *Whinney v. Public Service Commission*, Philadelphia, 176 Atl. 753, the Court said:

"The Commission was within its rights to limit the appellant [transportation company] to the use of four trucks, which is the number he stated in his affidavit were in use in 1923. . . . There is no sufficient reason advanced for disturbing the order."

The Law of Bailment

A BAILMENT is where the owner of chattels either purposely, accidentally, unwillingly and unintentionally, or otherwise, places such chattels in control and possession of another.

There are two classes of bailees. One is a warehouseman who receives remuneration for keeping the goods; and the other classification includes all others who agree to take possession of another person's chattels gratuitously.

The latter kind of bailee rarely is liable to the owner for loss or damage to the goods, and only when the owner proves that he was grossly negligent in safeguarding the merchandise (117 So. 46).

However, a paid bailee, as a warehouseman, is expected by the law to use ordinary care to safeguard the merchandise placed in his warehouse. The term "ordinary care" in this sense means exactly the same degree of care that the average experienced and prudent warehouseman would use under the identical circumstances.

Therefore, the Courts have held that a warehouseman in a large city should employ a night and a day watchman (297 S. W. 670, 10 S. W. (2d) 1040); install modern burglar alarm systems (218 N. Y. S. 61); provide proper and adequate fire protective means (292 S. W. 599); also that such warehousemen should use care to know that his employees have a good reputation, both for honesty and carefulness.

On the other hand, it has been held that a warehouseman who has a small warehouse in a small town need not exercise such a high degree of care. For example, he need not employ a night watchman and still he is deemed to use "ordinary care" to protect the chattels placed in his care (117 So. 834).

So in all litigations involving the liability of a warehouseman for loss of goods or their damage, the legal interpretation of the term "ordinary care" is very important.

Yet under all circumstances the Courts have consistently held that a warehouseman is liable for theft of goods by a dishonest employee, if the testimony indicates that the warehouseman had reason to believe that the employee was not trustworthy; or, by the application of ordinary care, the warehouseman could have determined that the employee's reputation was not good (269 Pac. 459). This Court said:

"Persons depositing valuable articles with warehousemen expect that such measures will be taken as will ordinarily secure the property from burglars outside and from thieves within . . . and also that they will employ fit men, both in ability and integrity, for the discharge of their duties, and remove those employed whenever found wanting in either of these particulars."

Frequently it is difficult to determine whether a transaction is legally a bailment. Therefore it is important to know that the Courts have recently held that a contract is to be construed as a bailment if such agreement (1) definitely fixes the period during which the agreement is to be enforced; (2) or provides for safekeeping and return of the property to the owner at the end of the term, although on the payment of a stipulated sum at the end of this term the bailee is privileged to purchase and own the chattels.

In other words, the relation of bailor, as the owner of stored goods, and bailee, as a warehouseman, exists under any circumstances where the keeper of the goods is not the owner, but either im-

pliedly or expressly agrees to use ordinary care to safeguard the merchandise against damage, and also agrees to return such goods to the owner.

For example in a recent case *Kindig v. Wertz*, York, Pa., 176 Atl. 769, the higher Court held that a bailment transaction is the act of an owner of goods placing them in the care of another, under any circumstance. This Court said:

"It may be said that, generally, where a person receives possession of a chattel under an agreement which contains apt words of lease, fixes a definite term and a certain rental, and includes an undertaking to return the same property at the termination of the lease, the mere fact that the bailee has an option to purchase the property during or at the expiration of the period of the lease does not transform the transaction into a conditional sale."

This is important law when it is realized that a bailee, as a warehouseman, is liable to the owner of the merchandise if he fails to use ordinary care to prevent damage to the goods, or to prevent their being destroyed or stolen; whereas if the transaction is a sale or transfer, the person who possesses the merchandise is not liable to the other party.

Responsibility for Value of Goods

LEGAL EDITOR, *Distribution and Warehousing*: About five years ago we gave to a certain company certain merchandise on consignment. About six or eight months afterward we could not get our money or the merchandise; the company advised us that it could not use the goods and that if we did not take them in five days the company would store them for our account in a warehouse.

We did not object to that, but all these five years we have been asking either by 'phone, personally or by mail, where the merchandise was stored, but could not get this information.

After we threatened to sue them, they advised us, in December, 1934, where the merchandise was stored but forbade us to bother them either by 'phone or mail. So we had no other recourse, but to file suit.

When it came to Court, they could not produce any warehouse receipts. Later they produced a duplicate warehouse receipt, but we do not know in what name they stored the goods.

All these five years we have not received any bills for storage. If we had received any we would have been able to get the merchandise and sell it, instead of paying storage charges.

What we really would like to know is this: what are the rules of such a warehouse? Is it their duty to mail you bills for storage? How long can they keep such merchandise if storage charges are not paid? If they have the right to sell the goods if the charges are not paid, are we liable for such charges which might have accrued during the

five years?—*Associated Warehouses, Inc.*

Answer: First, it is important for you to know that when a person who accepts goods on consignment violates the agreement, or breaches any portion thereof, he is responsible for the value of the merchandise. Moreover, in *Administration v. Roquemore*, 117 So. 757, it was shown that a purchaser consented to permit goods to be left in his care, with the distinct understanding that he intended to return the shipment. The merchandise disappeared from the warehouse and the purchaser refused to pay the account, on the contention that he had explained when delivery was made that he intended to return the goods. However, the Court held the seller entitled to recover the full purchase price from the purchaser.

Therefore it is quite apparent that lack of care on the part of the purchaser who takes charge of the goods, although he does not legally accept them, may result in liability. When goods are shipped without an agreement to purchase, or on consignment, or when they are materially defective in quality or quantity, the buyer is not bound to accept the shipment; but if for any reason he takes charge of it he becomes a bailee, holding the property for the benefit of the owner, and he must exercise reasonable care to preserve the property against loss or damage.

Therefore if the purchaser is responsible financially, it is my opinion that you can hold him liable for full value of the merchandise.

Now with respect to your liability for storage charges. It is well settled law that a warehouseman is entitled to a reasonable sum for storing and safeguarding merchandise, although he may find it in a street and without any authority from any one he takes charge of such merchandise.

On the other hand, if the warehouseman knows who is the owner of the goods, or later obtains this knowledge, and keeps them in his warehouse without notifying the owner, then a different situation arises. In this latter instance he cannot recover payment for storage charges, except what may be decided by the Court to be a reasonable amount for the services rendered from the date he took possession of the goods to the time when he should have notified the owner that he had such goods in his possession. However, in your case probably the warehouseman did not know that you are the owner, and perhaps the bills for storage were sent to the company to which you consigned the goods, under which circumstances the warehouseman has a lien on the merchandise to secure his charges.

The warehouseman can hold the goods until he desires to sell them to obtain the money due for storage. However, he must advertise the intended sale and notify the owner.

In this case it is my opinion that your only recourse is against the company for the full value of the goods, because when you placed the goods on consignment and did not record the conditional

contract, and did not notify the warehouseman of your ownership, the warehouseman is justified in claiming a lien on the goods to secure the storage charges. I know of no law which requires warehousemen to send bills regularly.

You can eliminate trouble and expense in the future by entering into a written contract with the consignee, in which you retain a lien on the goods to secure the agreed payments or you hold a mortgage on the goods, and then promptly and properly record this contract. Any good local lawyer can properly advise you with respect to this procedure.

Is Auction Legal After Part Payment Is Made?

LEGAL EDITOR, *Distribution and Warehousing*: When getting ready for our auction sales we have experienced the following, and should like your advice.

After receiving the registered sales notice, the customer comes to our office, makes a payment, and then agrees in writing to pay the balance due before the date set for the sale. Usually the customer fails to live up to the agreement.

We were wondering if we can sell the goods after accepting a part payment, providing an agreement is signed by the customer giving the warehouseman authority to sell on the set date without further notice.—*Thos. F. Healey & Sons, Inc.*

Answer: Generally speaking, acceptance of part payment on an overdue account renews the debt to the date when such payment is accepted. For example, suppose a customer owes you on open account and that you do not have his goods in your possession to secure payment of the debt. In your State, if no payment is made within six years, then the debt is outlawed and you cannot recover payment. However, if the customers pay you any amount, as \$1 or 25 cents on the account, although on the last day of the six-year limitation, this small payment renews the six-year period in which you can sue and recover payment of the full balance due.

Therefore, if you advertise, and in other manner notify a customer, of an intended sale of his goods to satisfy your claim for storage, it is my opinion that the moment you accept part payment on the account the legal status of this debt or account is the same as before you advertised the sale and notified your customer of the intended sale.

Moreover, any contract you may make with your customer is void and unenforceable if such contract violates any State law with respect to the sale of stored merchandise by a warehouseman to secure payment of a storage debt. Inasmuch as no higher Courts have during the past several years rendered opinions on this phase of the law it would be necessary for you to make a test case in order to be certain whether proceeding with a sale after accepting part pay-

ment would result in your being liable to the customer for conversion.

Selling Goods for Storage

LEGAL EDITOR, *Distribution and Warehousing*: Two articles appear in your columns in *Distribution and Warehousing*, one in February and one in March of 1935, regarding the sale of goods in storage. Both of the cases you mention in your articles are very similar to one which we have confronting us at the present time.

In other words, we advertised and sold the stored goods, according to statute, nine months after the goods were placed in storage. The owner disappeared immediately after putting the goods in storage, and we were unable to locate him before the sale.

We sent a registered letter notifying the owner of the intended sale. It was returned from the last known address. Notwithstanding this fact, the jury found us guilty of conversion. The reason that I am writing is I would like to have any Supreme Court case where any similar actions have been sustained. If you have any references which we or our attorneys may use, particularly in States near Wisconsin, we would pleased to have you send them to us.

So far as we know or can find out there has been no Supreme Court decisions under the Warehousemen's Act rendered in Wisconsin. Therefore we will have to use other State cases for a brief to the Supreme Court. Anything you can do for us will be appreciated.—*Wheeler Transportation Company, Inc.*

Answer: The only recent case involving the misdelivery or return of a registered letter sent to the owner of stored goods, notifying him of the intended sale to secure the storage charges, is *Klapert v. Storage Warehouse*, 76 S. W. (2d) 597. This case was decided about six weeks ago and the higher Court held the warehouseman not liable where it was proven that the warehouseman had mailed the registered letter to the last known address of the owner who did not receive it.

However, there are many other cases involving similar points of the law, as follows: 237 N. W. 723; 18 Pac. (2d) 351; 41 Fed. Rep. 249; 249 N. W. 104; 261 Pac. 399; 39 Pac. (2d) 496; 187 N. E. 638; 144 So. 67.

Goods Delivered on Forged Order

LEGAL EDITOR, *Distribution and Warehousing*: We delivered goods to the wrong party because we received a letter supposed to be signed by the owner authorizing delivery. Are we liable?—*Exchange Warehouse*.

Answer: Yes, you are liable to the owner for the value of the goods. When a warehouseman delivers merchandise on a forged order he assumes the full responsibility, unless he obtains verification from the owner of the stored merchandise. (See 39 Pac. (2d) 938.)

Let's Take the Family Album Out of Storage!

Success Stories

No. 124

Edgar S. Stanley

By Elizabeth Forman

EDGAR STEELE STANLEY, president of the Star Truck & Warehouse Co., Los Angeles, has his own original interpretation of the old rubber stamp adage, "In times of peace prepare for war." Whenever Mr. Stanley is at home it is a pretty safe bet that he is busy planning his next trip abroad.

Traveling is more than a hobby for this California executive. It is an obsession. As this was being written he was probably preparing to ship his American-made car from Cairo to Marseilles by way of Istanbul on the last leg of a journey which had taken him through France, Belgium, Germany and Italy not to mention Austria, Hungary and Czechoslovakia with Christmas in Jerusalem. He was accompanied by Mrs. Stanley and their son, Edgar Morgan Stanley.

"Ed" Stanley, widely known as one of the best-liked figures in the western warehousing fraternity, is a native son of the Golden State. He was born on Dec. 27, 1881, in an old adobe ranch house at Arroya Grande in San Luis Obispo County. It has been said of him that being born at a time of the year when all the world was in joyous mood may have endowed him with his affable character and his ability to make and to hold friends. Certainly the place his parents chose as the scene of his nativity was one well calculated to impress upon him the then great need for transportation facilities in the State which he called home. From his earliest boyhood young Edgar was deeply engrossed in the stories his father told of transporting on mule-back all the lumber used in the building of the house on the Stanley rancho.

When he was about five years old his father decided to move the family to Los Angeles, then a growing city of some 50,000 inhabitants, and here the future warehouseman attended public school and later high school. As a youngster he was active in all sorts of athletics and sports and, curiously enough, many of the games in which he participated were played on the spot where his warehouse is now located.

After he had finished school young Stanley sought and obtained work with the Citizens Truck Company. In those days only horse-drawn vehicles were in use but the Citizens firm hauled sufficient freight to warrant the services of a collector, and he was given the job.

He was not, however, content for very long with the mere collecting of bills. An inside job, he believed, afforded more opportunities to learn the fundamentals of the business; and, anticipating the day when additional help would be needed, he studied bookkeeping in the evenings. In due time an opening on the staff presented itself and he had little trouble in convincing his employers that he was the man for the job. Later he became treasurer of the firm and by the time he decided to go into business for himself he had been with the Citizens company for thirteen years.

IN December of 1911 the property of the Star Transfer Company of Los Angeles was offered for sale, and H. R. Goodrich, a close friend, suggested to Mr. Stanley that they pool their interests and take over the firm together. The new partners changed the name of the concern to the Star Truck & Transfer Co. Their offices were then at 112 West Market Street. In 1917 Mr. Goodrich sold his interest to David Foulkes, who continued as partner until 1920, when Mr. Stanley became the sole owner.

During the intervening years the business had prospered and continued to expand. In 1919 larger quarters were needed and the firm moved to 408 East Third Street. Another year



Edgar S. Stanley

... who travels to places he has read about, and reads about places to which to travel

passed and it became necessary to add larger barns and additional garage facilities. For this purpose property was purchased and a building was erected at 462 Commercial Street. The garage and a completely equipped machine shop still stand at that location, though adjoining property has been purchased and the buildings were enlarged from time to time.

In 1920 Mr. Stanley saw possibilities in the freight consolidating and forwarding field and he was instrumental in organizing the Pennoyer Freight Service, which was sold in 1927 to the Universal Carloading and Distributing Company.

Meanwhile with the City of the Angels growing from a pueblo of 50,000 souls to a metropolis of a million and a quarter inhabitants storage space was at a premium because commercial warehousing facilities had not kept pace with the growing city. The opening up of this fertile field called for the erection of a new building—a seven-story structure of reinforced concrete with 250,000 square feet of floor space with complete facilities for the handling of general merchandise. This is the company's present home. It occupies the ground from 1817 to 1855 Industrial Street and since its occupation in February of 1924 the firm has been known as the Star Truck & Warehouse Co. The last of the horses and wagons had disappeared in 1926 and the Star now serves its customers with a fleet of

(Concluded on page 49)

By
James F. Butler

Wheeler Regulation Measure Meets a Snag in the House

Present Congress may not enact law

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1157 National Press Building.

PASSED by the Senate, the Wheeler truck regulation bill (S 1629) awaits House concurrence which, it is reliably reported, will not be forthcoming until it is altered to meet the demands of the lower body of Congress.

The House will write a somewhat different bill than that passed by the Senate. This will throw the measure into conference with three Senators and three Representatives assigned to iron out the differences, and report back for a second vote.

While the bill is conceded a better chance of passage this year than at any time in the past decade—truck regulatory bills have been before Congress since 1926—there are circumstances which make enactment anything but a certainty. The divergent views of the two branches of Congress is one of these, so that agreement upon a bill may not be possible. Another is the fact that President Roosevelt did not include the Eastman measures on his list of "must" bills. Congress was told it must pass

appropriation measures, tax-raising bills, extend NRA, enact new banking laws, and a few others; but there is no White House spur on the Wheeler measure.

While these potential barriers may relegate the bill to the legislative shelf, the fact that President Roosevelt has bluntly told Congress to adjourn not later than July 4 is giving proponents of the regulatory measure greatest concern. Several controversial measures have not yet been put out of the way. Among these are the bonus, omnibus banking bill, AAA amendments, NRA extension, and the pure foods bills, all of them having precedence, either in point of preferred position on the calendar, or importance, to the Eastman proposals.

House members, with some support on the other side of the Capitol, seem to consider the Wheeler bill too drastic; and that it takes in "too much territory" and should be confined to common carriers, instead of including both common and contract operators. Objection on this ground has been largely dissipated in the lengthy hearings and consideration at executive sessions, but it still furnishes a potential battleground.

THE companion bill which would enlarge and reorganize the Interstate Commerce Commission is considered dead. This being so, the American Trucking Associations, Inc., and the trucking's national Code Authority cannot be expected to continue their active support, as their approval was conditioned upon reorganization of I. C. C. Such a program would set up a group within the Commission which would have immediate supervision over trucking, subject to final action by the full board. This is favored by the truckers because they believe it would give them a more sympathetic tribunal—one not "railroad-minded." It is important also because the small group would take over administration of the Code where the NRA compact is not in conflict with the new law.

The Senate has knocked the Shreveport rule out of the bill. This is the rule that the I. C. C. may regulate intrastate rates when those rates have a tendency to affect interstate charges. No definite prohibition against application of this principle was written into the measure, however, and it is considered therefore that the Commission still has, and will exercise, its powers in that direction. The Supreme Court of the United States

established it as law that the I. C. C. may regulate intrastate tariffs under these conditions; therefore, the Senate's action is considered of no practical effect.

This situation was discussed, however, in a protest filed with the House committee, when the Senate's vote shifted action to the House side, by Alfred Reeves, vice-president of the Automobile Manufacturers' Association.

The present law, Section 13 of the Interstate Commerce Act, protects the railroads and shippers using the railroads from such discrimination and does not permit State regulatory bodies to administer the provisions with respect to interstate commerce, he pointed out.

The rate regulation feature also came in for criticism from the association. Regulation of tariffs of the for-hire trucks, Mr. Reeves said, would freeze rates and prevent operators from making their service attractive, with the result that private carriers would multiply. He suggested rate regulations governing only common carriers, with cost of service the yardstick.

The House committee was told the bill as it passed the Senate contains provisions which might be used to impair and restrict the freedom, flexibility and economy of interstate motor transportation.

The regulations, Mr. Reeves declared, are more stringent and burdensome than any which apply to railroads.

The Senate bill provides for I. C. C. regulation of all agencies engaged in for-hire motor transportation. The regulation provided for contract carriers is less extensive than that proposed for common carriers. With respect to both types, the regulation is adapted to the special characteristics of their respective operations and is carried no further than is necessary in the interest of the public and the carriers, according to Senator Burton K. Wheeler, its sponsor.

No regulation is planned for private carriers, but I. C. C. is authorized to determine the "qualifications and maximum hours of service of employees and safety of operation and equipment" of such operators, in the event it is considered such regulation is necessary. An inquiry to determine the need for such action is authorized, but is not a condition precedent to imposition of rules.

Discussing the necessity for a regulatory bill, Senator Wheeler furnished his colleagues with the following "background":

"In recent years there has been an extraordinary growth of highway transportation. Thousands of miles of hard-

surface highways have been developed and are teeming with millions of automotive vehicles. Motor carriers for hire penetrate everywhere and are engaged in intensive competition with each other and with railroads and water carriers. This competition has been carried to an extreme which tends to undermine the financial stability of the carriers and jeopardizes the maintenance of transportation facilities and service appropriate to the needs of commerce and required in the public interest. The present chaotic transportation conditions are not satisfactory to investors, labor, shippers, or to the carriers themselves. The competitive struggle is to a large extent unequal and unfair, inasmuch as the railroads are comprehensively regulated, the water carriers are regulated in lesser degree, and the interstate motor carriers are scarcely regulated at all. . . .

"The ultimate objective of the entire program is a system of coordinated transportation for the nation which will supply the most efficient means of transport and furnish service as cheaply as is consistent with fair treatment of labor and with earnings which will support adequate credit and the ability to expand as need develops and to take advantage of all improvements in the art.

"All parts of such a system of transportation should be in the hands of reliable and responsible operators whose charges for service will be known, dependable, and reasonable and free from unjust discrimination. This bill proposes to bring about such conditions among the interstate motor carriers, the only ones now almost wholly unregulated by Federal authority."

Georgia's Motor Carrier Act Held Constitutional by U. S. Supreme Court

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

SEVERAL important questions of motor truck tax law were judicially answered when the Supreme Court of the United States early in May held constitutional the Georgia Motor Carrier Act of 1931 and dismissed an appeal filed by Aero Mayflower Transit Company against Georgia Public Service Commission.

To the allegation that the State places an unlawful burden upon interstate commerce when it imposes a \$25 fee on interstate carriers' licenses in other States, the Court, in an opinion written by Justice Cardozo, replied:

"The statute, in imposing an annual license fee for the maintenance of the highways, does not lay an unlawful burden on interstate commerce. The fee is moderate in amount; it goes into a fund for the up-keep of the highways, which carriers must use in doing their business; it is exacted without hostility to foreign or interstate transactions, being imposed also upon vehicles operated in like condition."

Answering the charge that it is discriminatory in that it exacts the same

Gerstenslager Builds 1,000 Cu. Ft. Body for Hoeveler



TRACTOR by Ford. Trailer by Fruehauf. Body—approximately 1,000 cubic feet inside with doors closed—by the Gerstenslager Co., Wooster, Ohio.

This is the newest unit, for long distance hauling of household goods, of the Hoeveler Warehouse Co., Pittsburgh.

Inside measurements are length 21 feet, and height 7 feet on low part of

trailer; and outside width is 86 inches.

The body has a 36-inch tailgate with double half-doors above. In front there is a special compartment for pads, spare tires, etc.

Equipment includes the necessary courtesy and dome lights. The roof is of painted aluminum. Painting of body is black, with letters in white.

amount from an out-of-State carrier as it does from a local concern making more extensive use of the roads, the Court said:

"The appellant urges the objection that its use of the roads in Georgia is less than that by other carriers engaged in local business, yet they pay the same charge. The fee is not for the mileage covered by a vehicle. There would be administrative difficulties in collecting on that basis. The fee is for the privilege for a use as extensive as the carrier wills that it shall be. There is nothing unreasonable or oppressive in a burden so imposed. One who receives a privilege without limit is not wronged by his own refusal to enjoy it as freely as he may."

A Legislative Right

The right of a Legislature to make a reasonable classification of services and exempt one or more—in this instance trucks carrying both passengers and farm produce over routes not served by rail carriers—was upheld in the following ruling:

"This is a reasonable exception. Travelers and farmers without convenient access to a railroad stand in need of other means of transportation. There might be hardship in adding to their burdens. The wear and tear upon a road is not likely to be heavy when the haul must begin at a town without railroad facilities, must end at a like town, and must not pass through any town which does not have them.

"These cases and others like them are illustrations of the familiar doctrine that a Legislature has a wide discretion in the classification of trades and occupations for the purpose of taxation and in the allowance of exemptions and deductions within reasonable limits."

—James J. Butler.

Connecticut "For-Hire" Trucks to Be Regulated

A BILL placing operation of "for-hire" trucks under regulation of the State Public Utilities Commission will become law in Connecticut on August 8.

Carriers are required to obtain permits after a hearing to determine public need of the service and the financial responsibility of applicants. This applies to both common and contract carriers but only to those operators who have commenced business since Dec. 31. Any contract carrier having five or more contracts will automatically be classed as a common carrier. Truckers must file a rate schedule; and, except in special cases, the schedule cannot be changed except after a thirty-day notice.

The Commission is given broad regulatory powers. Merchandise warehouses operating truck fleets will come under the terms of the law, but companies engaged exclusively in the transfer of household goods will not be affected, it is understood.

The bill is a modification of the original measure, due to opposition by a group of small truck owners who charged that it would set up a complete monopoly for the big fleet operators.

The law is expected to be somewhat of an experiment, and any obvious defects which develop can be rectified at the 1937 session of the Legislature.

Trucking Group to Set Up Nationwide Bond System to Expedite Motor Shipments

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

A BAIL bond system designed to facilitate delivery of motor shipments, after arrests for traffic violations, is to

be inaugurated by the American Trucking Associations, Inc., to overcome annual losses of thousands of dollars on shipments delayed for traffic violations.

This service will cost less than could be secured either by a State organization or an individual operator. It provides means by which the driver can post up to \$1,000 bail for his appearance before any judge, court, justice of the peace or any officer anywhere in the United States in case of arrest and detention. The driver will then be discharged and may continue on his route, eliminating possible lock-up in jail overnight.

The bond covers all traffic violations except drunken driving. Where the driver has trouble in having his bond accepted an arrangement has been worked out with the Western Union Telegraph Company to furnish the address of the nearest surety agent, who will come to the scene of the arrest to arrange for the driver's release.

This service will be available at low cost and is offered through an arrangement with a New York City surety corporation.

—Edwin Hartrich.

Port of Entry

The Oklahoma Legislature recently enacted a "port of entry" bill, which the State's governor signed, affecting motor trucking. The law went into effect on April 20.

By June 1, Oklahoma had 28 primary ports of entry on major highways along the State's borders, the sites having been selected by the State Tax Commission.

New Mexico also has enacted a port of entry law. The statute provides for fees ranging from $\frac{1}{4}$ c to 3c a mile, depending on gross weight of vehicle and cargo.

To Seek Load Uniformity

Wilfred J. Paquin, head of the Rhode Island Division of motor vehicles, announced in May that he was planning to arrange a conference of highway officials of Rhode Island, Massachusetts and Connecticut for unification of the State laws on truck load limits.

Mayflower Board to Meet in Cincinnati

THE members of the board of directors of the Mayflower Warehousemen's Association have been informed by the group's secretary, E. S. Wheaton, Indianapolis, that a meeting of the board is scheduled to be held at the Netherlands Plaza Hotel in Cincinnati on July 12 and 13. The trade promotion committee will meet concurrently.

J. P. Ricks, Jackson, Miss., Mayflower's president, has announced the personnel of the nominating committee which will meet at the next annual convention and arrange the slate of 1936 officers and directors. The committee comprises Paul S. Steward, Chattanooga, chairman; Clarence J. Neal, Cleveland; and Buell G. Miller, Philadelphia.

Cremeens Is New President of Yellow Vans Associated

YELLOW VANS ASSOCIATED, a Pacific Coast group of household goods warehouses, held its annual meeting at the Fresno Hotel in Fresno on April 13 and 14 and elected as its president H. H. Cremeens, manager of the Los Angeles Warehouse Company, Los Angeles. Mr. Cremeens, who is a director of the National Furniture Warehousemen's Association, succeeds Jackson W. Kendall, vice-president of Crown Transfer & Storage Co., Pasadena.

Mr. Kendall, who has served as president of Yellow Vans for the past four and one-half years, was elected one of the vice-presidents. The other vice-president chosen is D. H. McDonald, City Transfer & Storage Co., Seattle.

Charles H. Samuels, secretary of the U. C. Express & Storage Co., Oakland and Berkeley, was elected treasurer, and



H. H. Cremeens

V. L. Mason, Oakland, continues as secretary.

The directors chosen include the association's president and vice-president; and George W. Rodolph, president, Pierce-Rodolph Storage Co., San Francisco; Ellis Brown, manager, Triangle Transfer & Storage Co., San Diego; E. E. Fay, Stockton Transfer Co., Stockton; C. Fred Baker, Baker's Transfer & Storage Co., Bakersfield; C. C. Orr, Ventura Transfer Co., Ventura.

Members present were enthusiastic about the future of YVA, which has successfully completed its fifth year and reciprocated 76 per cent of the total tonnage received from warehouse correspondents throughout the country during that time.

Rhode Island Group Elects H. E. Green

THE Rhode Island Warehouse and Movers' Association held its annual meeting at the offices of the Jones Ware-

house in Providence on April 24 and elected officers as follows:

President, Herbert E. Green, Green's Storage Warehouse Co., Providence.

Vice-President, John A. Creamer, president, Cady Moving & Storage Co., Providence.

Secretary, George W. Jones, president, Jones Warehouse, Inc., Providence.

Treasurer, Albin S. Lans, Lans Moving Co., Providence.

Wilfred J. Paquin, retiring president and recently appointed chief of the Rhode Island Division of Motor Vehicles, addressed the meeting, discussing State regulation of trucks. Mr. Paquin is president of the Paquin Storage Warehouse Co.

—Charles A. RossKam.

Martha Dunlap New Editor of N. F. W. A. Magazine

MISS MARTHA DUNLAP succeeds the late Merryl Schwind as editor of *The Furniture Warehouseman*, the official publication of the National Furniture Warehousemen's Association. Miss Dunlap was graduated in 1928 with a B.A. in journalism from the University of Montana, and from there went to Northwestern University for graduate work in journalism.

Miss Dunlap's newspaper experience was gained in reportorial work on weekly and daily papers in Montana. This she followed with business experience, as promotional manager with a dental economics firm in Chicago. For three and one-half years she was associate editor on the magazine of a large dairy farmers' cooperative organization in Chicago, being also public relations assistant for that organization. She was also secretary for two years of the Industrial Editors' Association, Chicago, of which Miss Schwind was a member. Miss Dunlap has served as a board member of the Illinois Women's Press Association, Chicago.

N. F. W. A. Committees for 1935 Announced

THROUGH the columns of *The Furniture Warehouseman* the committees appointed by Marion W. Niedringhaus, St. Louis, president of the National Furniture Warehousemen's Association, have been announced. The chairmen are as follows:

Arbitration, Herbert B. Holt, Los Angeles.

Association Relations, Martin H. Kennelly, Chicago.

Auxiliary Department, Milo W. Bekins, Los Angeles.

Claim and Accident Prevention, Joseph A. Hollander, Chicago.

Container Service, C. A. Aspinwall, Washington, D. C.

Cost Reduction, Oscar W. Kreutzer, Milwaukee.

Employer and Employee Relationship, Joseph W. Glenn, Buffalo.

Finance, Charles S. Morris, New York City.

Insurance, Francis E. Buckley, Boston, general chairman. Automobile,

American Chain Adds Two to Its Sales Staff

James E. Mulligan, Newark, N. J. Building, James G. Murrin, Columbus. Compensation, Julian F. Greeley, Roxbury, Mass. Transit, Frank X. Zech, Detroit.

Laws and Legislation, Oscar W. Thomas, Kansas City, Mo.

Local Moving Department, W. W. Warren, Oklahoma City.

Membership, William R. Hoag, Chicago.

Nominating (elected at Biloxi convention in February), Walter E. Sweeting, Philadelphia.

Packing Department, James J. Barrett, Chicago.

Publicity, Walter E. Sweeting, Philadelphia.

Railroad Traffic, Herbert N. Bragg, New York City.

Sales Promotion, Walter P. Theibault, Chicago.

Shipping Department, Melvin Bekins, Omaha.

Statistics, C. F. Basil Tippet, Toronto. Storage Department, George E. Butler, New Orleans.

Rates, William R. Thomas, Cleveland.



T. E. Easterday



Norman C. Myers

Midwest Association Favors NIRA Continuance and Backs Eastman Regulation Program

THE Midwest Warehouse and Transfermen's Association adopted at its semi-annual meeting a resolution approving the NRA Code for the Merchandise Warehousing Trade and urging Congress to enact legislation extending the National Industrial Recovery Act two years beyond the present expiration date in June.

Attended by about thirty executives from ten cities, the meeting was held at the Hotel Jefferson in St. Louis on April 26 and 27.

The association went on record also as favoring passage of the "entire Eastman program regulating and coordinating all forms of transportation" and requesting the American Warehousemen's Association to support the Coordinator's proposals.

Alluding to the Code, Frank M. Cole, Kansas City, Mo., Midwest's president, said in his executive committee report:

"Our codes are built around the idea we must make a reasonable profit. The public expects us to, and not to do so simply tears down instead of building up. Our brief experience justifies hope for economic recovery by squaring our methods with Code provisions. We should not lose the advantages gained, and a fair trial has not been afforded by limited time since approval.

"Code or no Code, we undoubtedly will be called upon to contribute substantially by labor legislation. Unless our practices are standardized there is very little likelihood of our recovering the increased expense which we must bear."

Marion W. Niedringhaus, St. Louis, president of the National Furniture Warehousemen's Association, addressed the group with a paper in which he set forth his personal opinions of the various sections of the Household Goods

THE American Chain of Warehouses has added two executives to its sales staff—Norman C. Myers as executive assistant to J. W. Terreforte, eastern representative with offices in New York; and T. E. Easterday in the Chicago office operated by W. H. Eddy, western representative.

Mr. Myers, whose affiliation with the New York office will leave Mr. Terreforte free to direct sales and organization matters, was educated at the Northwestern Military & Naval Academy, Lake Forest Academy and the University of Wisconsin. He gathered his general business and warehousing experience in various capacities. He served a year and a half in the wholesale credit department of Carson, Pirie, Scott & Co.; two years as secretary to the vice-president of the National Bank of the Republic; and three years with Swift and Company in production and sales. Before joining the Chain he served in the

Merchandise Warehousing Trade's Region No. 4 Code Authority office, first as assistant to Elmer Erickson at Chicago and then to R. W. Culbertson, who, president of the Chain, succeeded Mr. Erickson as Region No. 4 member of the Trade's national Code Authority.

Mr. Easterday, who was born in Indianapolis 41 years ago, has had at least 20 years of experience in the transportation and warehousing fields. He was traffic manager of the Vacuum Oil Company of Chicago until that company was taken over by the Standard Oil Company of New York. Mr. Easterday will concentrate on developing new accounts.

Meanwhile A. F. Bell, for many months secretary to Mr. Culbertson as operating executive of the Cincinnati Terminal Warehouses, Inc., has been made the Terminal organization's executive assistant.

Storage and Moving Code and their application to individual operators. Quoting from the May 4 *Bulletin* of Midwest:

"In explaining the manner of enforcing the Code, Mr. Niedringhaus stated that the Local Administrative Boards would be charged with local administration of the Code. Whenever any one is found not complying with the Code, the Local Board will make an investigation, with the aid of the members of the Trade who are complying, and if found that the party complained against is actually subject to this Code, and the Local Board is unable to get compliance, then a written statement will be made to the local NRA compliance officer, who will send a representative to call upon the offender. If after using all persuasion possible to get the offender to comply, they are unable to do so, the local NRA compliance board will draw up a bill of complaint which will be pre-

sented to the State NRA Compliance Officer. It then progresses to the Regional NRA Director and then to the Litigation Division for prosecution in the Federal Courts.

"In speaking of the proposed reenactment of NIRA, Mr. Niedringhaus stated that since it contained a provision that only interstate business were entitled to a Code, it was his understanding that unless a State Recovery Act was enacted, no business that is primarily and wholly intra-state can be affected by a Code, but as soon as the business becomes partially interstate, it is under NRA."

A. E. Brooks, Kansas City, Mo., in his report as executive manager, announced the membership as 123 firms.

A detailed story of what took place at the St. Louis gathering was presented by Mr. Brooks in his *Bulletin* of May 4.

**W. T. Callahan, Miami
Dies at Age of 67**

WILLIAM THOMAS CALLAHAN, treasurer of the John E. Withers Transfer & Storage Co., Inc., Miami, died at his home on May 19. He was 67 years old.

Nationally known in the household goods storage branch of the industry, Mr. Callahan was a member of the National Furniture Warehousemen's Association, the Southern Warehousemen's Association, the Greater Miami Transfer Association, and Allied Van Lines, Inc.

Mr. Callahan was a Mason, a past grand master of the I. O. O. F. of Florida, a director of the Y. M. C. A. in Miami, a director of the Miami Chamber of Commerce and a member of the Rotary Club of Miami. Rotary Club members were the honorary pall bearers at the funeral services. Burial was in Woodlawn Park Cemetery.

Mr. Callahan is survived by his wife, Mrs. Mary R. Callahan; a daughter, Mrs. Jesse Murrell; a son, Kermyt W. Callahan; and two grandsons.

J. C. Murphy

J. C. Murphy, vice-president and a director of the Merchants Ice & Cold Storage Co., Inc., Louisville, Ky., died of a heart ailment on April 14 at his home, 96 Valley Road.

Born on Feb. 8, 1864, Mr. Murphy was widely known as an architect and an authority on city planning and zoning. He was a member of the Association of Refrigerated Warehouses.

A. E. Merklen

Albert Emil Merklen, proprietor of the Merklen Storage Warehouse, Freeport, Long Island, N. Y., died in May. Born in Brooklyn, he was 44 years old. He had been in the household goods storage and moving business about fifteen years.

Tooker Will Filed

Stephen C. Tooker, Jr., late president of the Currier-Lee Warehouse Co., and who was vice-president of the Tooker Storage and Forwarding Co., both in Chicago, left an estate of \$52,000 to his wife, Genevieve, and two daughters, Jane and Helen. The will was filed on May 6 for probate.

Mr. Tooker, who was a director of the Illinois Association of Merchandise Warehousemen, died in February.

**A Son's Memory
Is Perpetuated**

On Mother's day, May 12, Q. L. Porter, president of Commercial Warehouse Co., Little Rock, Ark., and Mrs. Porter, perpetuated the memory of their son, Quincy Lamar, Jr., who was killed a year ago Mother's Day in an automobile accident in Virginia, by donating ten acres as an athletic field for the Boys Club of Little Rock.

The land, in the west end of the city, will be equipped with club house, bleachers, tennis courts, soft ball diamond, baseball diamond, picnic grounds, and other facilities.

W. W. McDevitt

William J. McDevitt, president and one of the organizers of the National Team & Motor Truck Owners' Association, died in a Cincinnati hospital on May 19 at the age of 73. He had operated a trucking and transfer business in the Ohio city for many years and was a former member of the Board of Elections.

For Sale

WAREHOUSE building for strictly merchandise warehousing, a factory branch, motor truck terminal, or loft building.

Located in very active section of Greater New York.

Address Box H-681, care of
Distribution and Warehousing
249 West 39th Street, New York City

**Schwecke Now President of
Universal in Houston**

L. L. Schwecke, who was manager of the Universal Terminal Warehouse Co., Houston, has succeeded the late Samuel P. Fleming as the organization's president and operating executive. L. E. Matson is now the firm's manager. Both executives have been with Universal for a number of years.

**Central of Albany
Is Reorganizing**

APETITION for reorganization of the Central Railway Terminal & Cold Storage Co., Inc., of Albany, filed under Section 77 of the new Federal Bankruptcy law, has been approved by United States Judge Frank Cooper. George R. Lunn, formerly receiver for the company, has been named trustee on his filing a \$40,000 bond.

The company, a \$3,300,000 concern, had been in receivership since March, 1930. George R. Lunn and Cortland C. Geyer were named receivers at that time. Mr. Geyer died in May, 1934, and Mr. Lunn continued as sole receiver.

Total liabilities are \$3,955,008.57; total assets \$3,306,077.36, according to the balance sheet of Dec. 31, 1934, which is unchanged except for current expenditures, the petition states.

Seventy-nine per cent in principal amount of the first mortgage certificates has been deposited with a bondholders' protective committee and the committee has approved a plan of reorganization.

**Gerlach New President of
Manhattan Co., New York;
Bostwick Joins Firm June 1**

ANNOUNCEMENT is made by the Manhattan Storage & Warehouse Company, New York City, that George W. Gerlach, a vice-president, has been elected president in succession to the late John G. Neeser.

William T. Bostwick, president of the Thomas J. Stewart Co., New York, joins the Manhattan organization on June 1 as assistant to the president.

Mr. Bostwick, who is secretary of the New York State Warehousemen's Association and of the New York Furniture Warehousemen's Association, will continue as an officer of the Thomas J. Stewart Co., which operates both in New York City and in Jersey City, N. J. The Stewart firm is giving up household goods storage and moving in New York but will continue its rug cleaning business. Stewart's storage, moving and rug cleaning operations in Jersey City remain unchanged.

**Latinville Succeeds
S. C. Tooker, Jr.**

The Tooker Storage & Forwarding Co., founded thirty-two years ago by Stephen C. Tooker, its president, and operating merchandise warehouses in Chicago and New York, held its annual meeting, in New York in May, and C. S. Latinville, treasurer of the New York organization, was elected vice-president to fill the vacancy caused by the death of S. C. Tooker, Jr. Estelle Forman continues as secretary.

Resolutions were adopted to broaden the scope of the company's distribution and forwarding business, with S. C. Tooker actively in charge of both the New York and Chicago organizations. It was announced that he would devote his time and attention to the operations which had been carried on by his son.

LaHatte Resigns

Milner T. LaHatte, vice-president of Southeastern Bonded Warehouses, Atlanta, has sold his interest in that concern and in Atlanta Motor Transport Line to A. T. Loeb, president of Southeastern.

Mr. LaHatte has also resigned as president of the Atlanta Merchandise Warehousemen's Association. His business plans for the future are still uncertain.

**One Detroit "Acme"
Is Discontinued**

A Detroit firm recently organized by Ralph J. Dettling and known as Acme Fireproof Warehouses has become inactive, and the name has been withdrawn concurrently with Mr. Dettling joining Roehl Storage Co., Inc.

The Acme Storage Company operating at 479 West Columbia Street, and organized in 1906, remains as Detroit's only established "Acme" firm in the Detroit storage field.

New England Strike Ends; Heavy Loss for Operators

THE strike declared on April 21 by Hartford, Conn., and Springfield, Mass., freight truck drivers terminated on May 8 when representatives of forty trucking companies and union officials signed an agreement granting a number of the drivers' demands and compromising on others.

Under the agreement, over-the-road drivers will receive 75 cents an hour instead of 72; local drivers 57½ cents as against 55; and helpers 50 cents instead of 47½. A work week will be 48 hours, with time and a third for all over that, but no week's work is to exceed 55 hours. Time and a half will be paid for Sunday and holiday work except when regular runs start or end on such a day.

Dead-heading will be compensated for at half-time; drivers held over at terminals awaiting a return load or for other reasons will be paid \$3.50 a day; and employees required to sleep away from home shall be provided a suitable sleeping place. Seniority will prevail when shortage of business prevents using all employees.

It is estimated that the loss to truck owners caused by the tie-up was about \$250,000. A large number of shippers turned to the railroads during the strike period. Moving of household goods was not affected, except where freight truck operators were also engaged in that field.

The May 8 meeting was followed by one on May 14 at which executives of sixteen of the largest trucking companies signed an agreement with union representatives under which operations will be carried on for one year. The agreement was witnessed by State Labor Commissioner Joseph M. Tone.

Business Is Improving in Rio Grande Valley

BUSINESS conditions throughout the Rio Grande Valley in Texas are showing a decided improvement, according to B. Frank Johnson, Fort Worth, secretary-manager of the Southwest Warehouse and Transfermen's Association, who recently returned from a tour of the territory.

Long-distance moving business created by the Government moving a large number of families onto subsistence homesteads in Victoria County has created a lot of extra revenue for San Antonio operators. The work is being apportioned among the various firms.

Merchants Transfer and Storage Company, Scobey Fireproof Storage Company, the Central Forwarding, Inc., San Antonio Storage & Transfer Co., Muegge-Jennell Warehouse Company, Central Warehouse and Storage Co., Inc., Southern Transfer Co., Inc., and Security Bonded Warehouse Company, all in San Antonio, reported worthwhile business improvements.

The Scobey concern has recently built a two-story egg-breaking plant adjoining the cold storage department. The latest in modern equipment was installed.

Central Forwarding has arranged with the owners of its building at 1920 South Flores Street to build a second story and install an elevator, thus practically doubling the present capacity.

R. W. Leary, one of the owners of the San Antonio Storage & Transfer Co., is back on his home grounds after a period of being connected with the Dallas Transfer & Terminal Warehouse Co. Business had increased so much that he was needed in his own office.

Due to the decided drop in export business to Mexico since that country has been increasing industrial enterprises, warehouse business has been bad at Laredo.

Robert Garwood has been named assistant manager of the Corpus Christi Warehouse & Storage Co., Corpus Christie, Tex. This firm and several others there report business rapidly increasing.

Decided improvement is noted by Rio Grande Valley Bonded Warehouse, Inc., Brownsville. Canned grape fruit juice comprises a good part of the present storage.

Jones Transfer & Storage Co., Harlingen, reports business nearly doubled in the past year.

Storage, cartage and household goods moving have all picked up decidedly at the McAllen Transfer & Storage Co., McAllen.

Situation Wanted

BY rug and furniture plant manager. Man of many years' experience. Knows fabrics and the science of their thorough safe cleansing and refinishing. Efficient production manager of proven sales promotion ability.

Desires position anywhere with firm operating such a department, or will organize and develop one. Highest credentials. Moderate salary to start.

Address Box C-175, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Position Wanted

BY warehouse executive with 19 years' experience in dry and cold storage, all commodities. Thoroughly experienced in all branches of the industry and in management and operation.

Competent, Dependable. Aged 40. Available July 1. References. Satisfactory reason for desiring change.

Address Box R-962, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Career of Edgar S. Stanley Reviewed in "Family Album"

(Concluded from page 43)

some eighty pieces of modern motor equipment.

In February of 1933 Mr. Stanley was elected president of the Los Angeles Warehousemen's Association, and he was reelected a year later. Since 1920 he has held the position of executive secretary and traffic advisor of the Los Angeles Machinery Dealers' Association. He is treasurer of the Harbor Franchise Carriers Association, a member of the board and investment department of the Security Bank, a director of Universal Carloading and Distributing Company; vice-president of Overland Freight Company; and an early member of the Jonathan Club; and of the Lions' Club, of which he was for many years a director.

The Stanley home is at 173 on Fashionable South Beechwood Drive. Mrs. Stanley is the former Mary M. Aspinall. There are two children—a daughter, who is married to Hayes H. (Hal) Halverson, manager of the Star company; and a son, E. Morgan Stanley, who recently was graduated from the University of Southern California. There also are two grandchildren, Martha and Stanley Halverson.

Mr. Stanley's hobbies are reading and traveling—traveling to see all the places he has read about and reading to learn about new places to which to travel. His recent wanderings have taken him all over the United States, Canada, Alaska, Europe, China, Japan, India and Australia, and already he is looking forward to a South American cruise in the not-too-far-distant future.

Foreclosure Suit Against Lincoln Co. in Milwaukee

A foreclosure suit against the Lincoln Fireproof Warehouse Co. was started in Circuit Court on May 9 by the city of Milwaukee. The city claims \$97,000 in delinquent taxes, charging the company with failure to pay its taxes since 1923.

The State Supreme Court ruled that the city had a right to tax the property, after the firm, which had leased the land from the Chicago, Milwaukee, St. Paul & Pacific Railroad, claimed that the property was taxable only by the State because it came in the class of railroad terminal facilities.

The suit asks that the property, assessed at \$200,000, be sold at auction.

Paquin Honored

Wilfred J. Paquin, president of the Paquin Warehouse Co., Providence, was tendered a testimonial dinner by the Rhode Island Warehouse and Movers' Association on May 6 in honor of his recent appointment as chief of the State's Division of Motor Vehicles. Mr. Paquin, who is a past president of the trade group, was presented with a leather brief case.

When You Buy — — — —

It's always bothersome and time consuming to write all of the manufacturers for literature, prices, names of distributors and dealers, etc. In fact, you are not always sure that the list of manufacturers you are using is complete or that all of the worthwhile concerns are included.

The coupon below simplifies the purchasing of supplies for you. Just check the number corresponding to the alphabetically arranged list of materials below and on the next page, thereby indicating what you intend buying.

Without any obligation or charge whatever, Distribution & Warehousing will do all of the letter writing to see that the manufacturers of the particular classes of materials you are interested in send you prices, literature, etc.

This coupon is for your convenience and will be found in all future issues if you find it valuable. Use it for whatever you intend buying!

WAREHOUSE AND MOTOR FREIGHT SUPPLIES

No.	Product	No.	Product
1.	Alarms (Fire)	18.	Floor Repairing Material
1a.	Alarms (Truck Burglar)		Fumigating Equipment
2.	Boxes (Moving)	19a.	Vaults
2a.	Box Strapping (machines & supplies)	19b.	Boxes or Cartons
3.	Brine	20.	Hoists (Chain & Electric)
	Casters		Insecticides
4a.	Dollie	21a.	Naphthalene Flakes
4b.	Truck	21b.	Spray
5.	Chutes (Gravity Conveyor)	21c.	Gas
	Conveyors	22.	Pads (Canvas Loading)
6a.	Overhead	23.	Pads (Excelsior Wrapping)
6b.	Portable	24.	Paper Packing Material
7.	Cooling Eqpt. (for beer, etc.)	25.	Paper (Tar)
8.	Cordage (Flat)	26.	Partitions (Steel)
	Covers	27.	Piano Derricks
9a.	(Paper Furniture)	28.	Printing (Warehouse Forms, etc.)
9b.	(Piano)	29.	Racks (Storage)
10.	Covers (Tarpaulin)	29a.	Rug Cleaning Equipment
11.	Dollies	30.	Saws (Portable Machine)
	Doors	31.	Stencil Cutting Machines
12a.	Cold Storage—Equipment.	32.	Trucks (Hand)
12b.	Elevator	32a.	Trucks (Lift)
12c.	Fire	32b.	Trucks (Refrigerator)
13.	Elevators (Building)	32c.	Trucks (Tiering)
14.	Elevators (Portable)	35.	Twine
15.	Excelsior	36.	Vans (Lift)
16.	Exterminators (Rat or Mice)	37.	Work Suits and Uniforms
17.	Extinguishers (Fire)	38.	Wheels (Industrial Truck, Dolly)

The Automotive Supplies List appears on the opposite page.

DISTRIBUTION AND WAREHOUSING

249 West 39th Street
New York, N. Y.

June, 1935

Gentlemen:

WE ARE NOW DEFINITELY IN THE MARKET TO BUY THE FOLLOWING ITEMS. PLEASE HAVE MANUFACTURERS WRITE US.

(Supply Numbers)

Unlisted Materials

Company

Address

City State

By Title

Note—(No attention will be given requests that are not signed by an officer of the company).



Just fill in the numbers that indicate what you intend buying and also your full name and address. Use (Unlisted Materials) line for products we have not included.

— — — Ask Us

AUTOMOTIVE SUPPLIES

No.	Product	No.	Product	No.	Product
40.	Air Cleaners, Engine	63.	Cutters, Brake Lining	88.	Lifts, Air
41.	Ammeters	64.	Doors, Garage	89.	Magnetos
42.	Aprons	65.	Drums, Brake	90.	Mufflers, Exhaust
43.	Armatures	66.	Engines	91.	Oil Cleaners, Engine
44.	Attachments, 6-wheel	67.	Fenders	92.	Oil Reclaimers
45.	Bands, Brake	68.	Fire Extinguishers	93.	Paint Removers
46.	Batteries	68a.	Flares	94.	Pullers, Gear & Wheel
47.	Battery Chargers	69.	Gages, Cylinder	95.	Refacers, Valve
48.	Bearings (Size and unit used for)	70.	Gages, Tire Pressure	96.	Shock Absorbers
49.	Bins, Storage	71.	Gages, Wheel & Axle Aligning	96a.	Signals (Truck)
50.	Blocks or Hoists, Chain	72.	Gears, Timing	97.	Sprayers, Paint
51.	Bodies, Armored	73.	Glass, Bullet-proof	98.	Tools, Body & Fender
52.	Bodies, Lift Vans	74.	Glass, Non-shatter	99.	Tools, Spring Shackle
53.	Bodies, Refrigerated	75.	Governors, Engine	100.	Tools, Tire Spreading
54.	Bodies, Truck	76.	Guides, Valve	101.	Tools, Valve Grinding
54a.	Bodies, Moving Van	77.	Guns, Grease	102.	Tools, Valve Seat Renewing
55.	Brake Relining Equipment	78.	Guns, Wash Spray	103.	Trailers
55a.	Cabs, Armored	79.	Heaters, Truck Cab	103a.	Trailers, Merchandise Display
55b.	Cabs, Wood	80.	Heaters, Garage	104.	Transfers, Decalcomania
56.	Chains, Timing	81.	Heaters, Windshield	104a.	Trucks, Gas Motor
57.	Cleaners, Air	82.	Hoists	104b.	Trucks, Electric
58.	Coils, Ignition	83.	Hub Odometers	105.	Valves, Engine
59.	Compressors, Air	84.	Impellers, Waterpump	106.	Washers, Water, Steam & Air
60.	Crankshafts	85.	Jacks, Garage	107.	Wheels, Metal
61.	Creepers, Repair	86.	Joints, Universal	108.	Wheels, Wood
62.	Cushions, Seat	87.	Lifts, Hydraulic	109.	Wheels, Disk
				110.	Wheels, Fifth

Listings of Warehouse Supplies Appear on Opposite Page

Space for noting the information needed on products to be purchased appears on the opposite page.

Note by number the particular class of warehouse or automotive product desired. This coupon will bring you the catalogs, prices, etc., of the different manufacturers of these products.

If the material you wish is not listed, then write its name out in the space allotted for unlisted materials.

DISTRIBUTION and WAREHOUSING

WHERE TO BUY



The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help you

save and earn more in the operation of your business. Should you not find listed or advertised in this "Where - to - Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.



DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

249 West 39th Street
New York

WHERE TO BUY

BODIES (Van)

Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.
Gerstenslager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.
Met-L-Wood Corp.; 6755 W. 85th St., Chicago, Ill.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Rolo, Inc., Kendall Square, Boston, Mass.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.

MODERN
DESIGN

FINEST
CONSTRUCTION

Don't Take Our Word for It



Ask any of the
many satisfied
owners about
Gerstenslager-
Built Van Bodies.

The
GERSTENSLAGER CO.

Wooster, Ohio

COMPLETE
RELIABILITY

LONG
SERVICE

INCREASE SHIPPING FLOOR CAPACITY

MAKE EXTRA TRIPS WITH
TRUCKS YOU HAVE NOW

— BY USING —

"ROLOFF" DEMOUNTABLE
BODIES

ASK US HOW

ROLOFF, INC.
KENDALL SQUARE, BOSTON, MASS.

NEW PRODUCTS

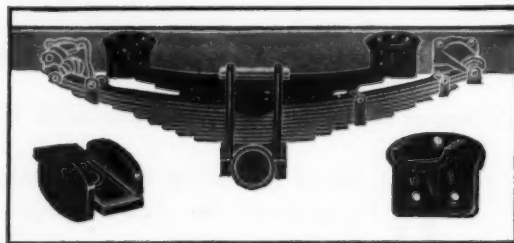
Overload Truck Springs Doubles Capacity

AN attractive development for giving truck overload protection has been made possible for Fords, Dodges, Chevrolets and practically all makes of trucks. This is in the form of auxiliary electrically heat-treated springs designed for each make of truck so as to make installation a simple operation.

Each set of springs carries a model number, according to which make of truck and size of truck it is to be used on. Ordering is made simple through a fully-illustrated catalog in which may be seen the particular spring needed, as well as the method of mounting. Specifications are also given and these indicate how many leaves will be needed for varying overloads. Weight of overload springs are also given.

The maker of these springs can supply its product for truck models made as far back as 1931 in many cases.

All spring sets are packed in wire-bound boxes for shipment upon order. The St. Louis Spring Co., St. Louis. Distribution and Warehousing.



Studebaker's Truck Models Bear Distinctive Names

EACH of the four chassis models in Studebaker's new line of trucks bears a distinctive name.

"The Ace" is the designation for the 1½-ton chassis, 11,000 lbs. gross rate, which, at its new low price of \$565, is expected to lead the line in volume.

The 2-ton, gross rating 13,500 lbs., is known as "The Boss." The 2½-ton unit, 16,000 lbs. gross, carries the title "The Mogul."

At the head of the line, the 3 to 4-ton unit, 18,200 lbs. gross, with its 358 cu. in. displacement engine, is named "The Big Chief." Studebaker Corp., South Bend, Ind. Distribution and Warehousing.

Electrical Connectors for Tractor-Trailer Use

FOR use between trucks and trailers for providing power for lights and electrically-operated brakes, Pyle-National connectors are claimed to eliminate road delays and reduce fire hazard and costly maintenance.

Plugs and receptacles are of substantial weather-proof construction, with Bakelite insulation, renewable contacts, and heavy steel shell to withstand severe service.

A positive locking device is provided to prevent disconnection due to road shocks. The receptacles have spring covers to protect the contacts when the plug is not inserted.



A receptacle is mounted on the truck cab, and a similar one on the front of the trailer. Heavy-duty flexible cord equipped with connector plugs is used to make the connection between truck and trailer. The plugs are so constructed that an accidental ground cannot be made even should the plugs touch the truck frame or other parts. They are so arranged that they can be inserted only one way, thus guarding against changing polarity.

A rating of 20 amperes is carried, assuring ample carrying capacity. Pyle-National Co., Chicago. *Distribution and Warehousing.*

Rodent Board Works in Same Way as Flypaper

FOR warehousemen seeking to exterminate rodents, the latest are rat and mouse boards which work on the same principle as the well-known fly-paper. The minute the rodent touches the board, placed in front of its hole, it will be ensnared and, in struggling to get free, worry itself to death.

Hot weather does not affect the grip of the boards and they can be used over and over again, as the dead rodent is easily removed.

This is a method which avoids the use of poisons and baits, and prevents the presence of odors from rats dying behind walls and under floors.

In bins, under ledges or stairs, behind stacked goods, or over partitions, where the boards are not so useful, "bulletts" are offered as an auxiliary weapon. This company claims that "bulletts" is a new type of bait which does not deteriorate or lose its strength when used; and is safe to use around food-stuffs, human beings and domestic animals; and does not contaminate surrounding merchandise. The bait is packed so that it is free from human odors which would frighten the rats. Exterminating Materials Co., New York City. *Distribution and Warehousing.*

Spray-Cleaning with Steam

A SPRAY cleaning unit, called the Fireless Hypressure Jenny, which uses plant steam to produce its vapor instead of an oil fired generator, consists of a solution tank with automatic float level valve, and a rotary pump directly connected to and driven by a fractional horsepower motor operated from a 1.5-t socket.

The spray can be heavy or light as the operator wishes. The amount of moisture content is varied by means of a manually adjustable mechanism. Full nozzle control is obtained by means of a valve on the gun; the valve can be opened or closed to direct the discharge.

This vapor spray method is used in the cleaning of machinery, motors, skylights, exterior and interior walls, paint and stripping, and in other specialized problems. All the elements needed in this cleaning—heat, water, pressure or friction, and compounds—are combined in the vapor spray, which emerges at high velocity from the top of the nozzle, enabling

BOXES, (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Byrnes, Inc., W. L.; 448-448 E. 134th St., New York, N. Y. (Plane)
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2386 Archer Ave., Chicago, Ill.
Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.

BRINE

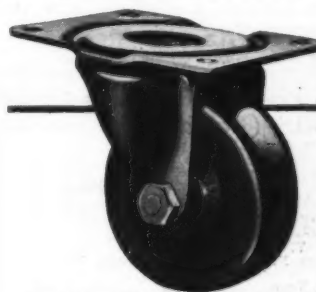
Solvay Sales Corp.; 61 Broadway, New York, N. Y.

CARPET CLEANING EQUIPMENT

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Bestera, stationary.)
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mch. Co.; 2358 Ogden Ave., Chicago, Ill.
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

American Caster Co.; P. O. Box 524, Hamilton, Ohio.
Bassick Co.; 35 Austin St., Bridgeport, Conn.
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.
Colson Co.; Box 550, Elyria, Ohio.
(See advertisement elsewhere in this issue.)
Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Menasha Wood Split Pulley Co.; P. O. Box No. 3, Menasha, Wis.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Nutting Truck Co.; 262 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; Hamilton, Ohio.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.



Bassick TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY
Bridgeport Connecticut

No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.
THE IDEAL DOLLIE CASTERS

CLOCKS (Time and Watchmen's)

Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
Kling Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.
Lewis Co., G. B.; Watertown, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Bisaney Ave., Cincinnati, Ohio. (Gravity)
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Clark Tractor Co.; Battle Creek, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue.)

COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Idea Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

COVERS (Truck) (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
Channon Co., H.; 149 N. Market St., Chicago, Ill.
Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Hoegge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
Idea Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.

DOLLIES

Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

DOORS (Elevator and Fire)

California Fpd. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)
Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)
National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo. (Cold strg.)
Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
Richmond Fpd. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
Security Fire & Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold strg. and fire)
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Lewis-Shepard Co.; 124 Walnut St., Watertown, Mass.
Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Orange Mfg. Co.; Effand, N. C.
Phillips Excelsior Co.; Chattanooga, Tenn.
Sheboygan Pad Co.; 1501-5 Erie Ave., Sheboygan, Wis.

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 100 E. La France St., Elmira, N. Y.
Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.
Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
Pacific Fire Extinguisher Co.; 142 9th St., San Francisco, Cal.
Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
Safety Fire Extinguisher Co.; 290 Seventh Ave., New York, N. Y.
Solway Sales Corp.; 61 Broadway, New York, N. Y.

FLOOR REPAIRING MATERIAL

Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.

FUMIGATING EQUIPMENT

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

HOISTS (Chain and Electric)

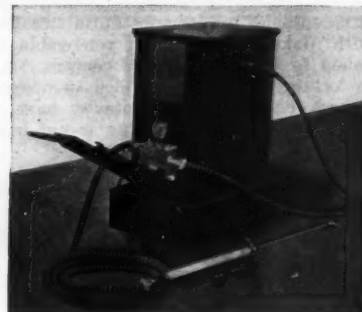
Alloy Steel & Metals, Inc.; 1862 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia. (Elec.)
Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)
Harnischfeger Corp.; 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)
Harrington Co.; Cheltenham & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co.; Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
Rooper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4590 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

Barrett Co.; 40 Rector St., New York, N. Y.
Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co., Dept. M.; 4250-56 No. Crawford Ave., Chicago, Ill.
Enos Chemical Co.; 2450 Indiana Ave., Chicago, Ill.
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Gretnach & Co.; 1150 Broadway, New York, N. Y.
(See advertisement elsewhere in this issue.)
Michigan Alkali Co.; 60 E. 42nd St., New York, N. Y.
Midway Chemical Co.; 5235-5259 W. 65th St., Chicago, Ill.
National Home Sanitation Co., Dept. AA; 627 First Ave., North, Minneapolis, Minn.
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)
Wizard, Inc.; 5235-5259 W. 65th St., Chicago, Ill.

the operator to get the maximum dirt-removing effect in one operation.

Designed to meet a demand for vapor spray cleaning in refineries, textile plants, lumber mills, chemical plants, garages, and other establishments where plant steam is available,



the Highpressure Jenny operates over a range of pressure from 50 to 250 pounds. The machine does not require a licensed engineer to operate it, nor does it require boiler inspection. It is portable, with width of 20 inches; height of 45 inches; and length of 52 inches, including handle. Homestead Valve Mfg. Co., Coraopolis, Pa. *Distribution and Warehousing.*

Cable Covered with Synthetic Rubber

A DEVELOPMENT designed to eliminate difficulties with a high-tension wiring is found in the use of synthetic rubber in the covering of ignition cable. This is made possible through the fine heat and solvent-resisting qualities of this type of rubber.

After more than a year of successful testing of this covering, and as a result of demand for such a product, the Packard corporation is offering this type of cable in sets for popular cars and trucks.

Each set contains the required number of spark plug wires and coil-to-distributor wire, with spark plug terminals attached, and the necessary distributor clips and rubber protectors. Packard Electric Corp., Warren, Ohio. *Distribution and Warehousing.*

Cost Record-Keeping Books for Trucks

A NEW simplified truck-cost system for small truck operators has been developed by Chevrolet and will be given away free for the asking.

This system is made up of two different forms—the daily form to note the expense of each individual truck, mileage, starting and finishing times, etc.; and the monthly form, on which is a summary of the daily expenses.

Both forms are supplied in books containing enough sheets, per truck, for an entire month. One sheet is used for each truck.

This system not only eases the burden of determining truck costs but also assists in making out income tax returns and complying with the Code. Chevrolet Motor Co., Detroit. *Distribution and Warehousing.*

Sprinkler Action in High-Speed Film

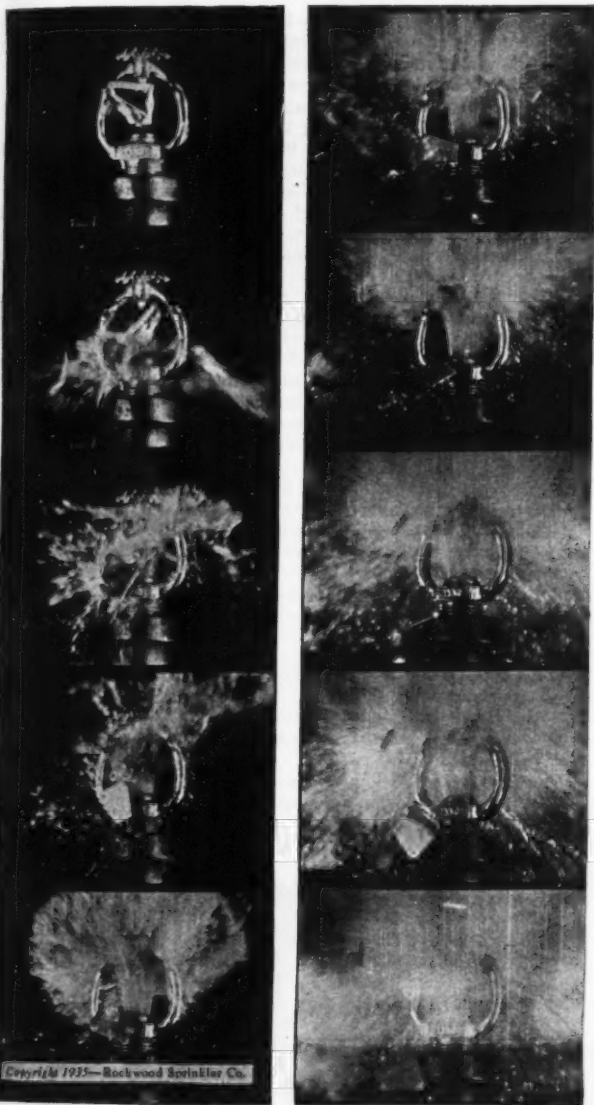
AUTOMATIC sprinkler systems for fire control are a common story in warehouses nowadays. But probably few executives know the details of the actual operation of a sprinkler head after the heat has melted the solder and the sprinkler starts working.

For the benefit of clarifying their own and customers' knowledge the Rockwood company has recently used a high-speed movie camera, which photographs at the rate of 192 frames a second, to catch an operation too fast to be visible to the naked eye. The accompanying illustrations show instan-

taneous action of the sprinkler head under actual conditions. One-tenth of a second after the solder started to melt the water was being discharged on the fire at the rate of 45 gallons a minute.

The company claims that more than 12,000,000 of these heads are now protecting lives and property in the United States and Canadian buildings.

Ninety-six per cent of 65,900 fires have been extinguished or controlled by sprinklers of various types according to figures gathered from a thirty-seven year record of the National Fire Protection Association. Rockwood Sprinkler Co., Worcester, Mass. Distribution and Warehousing.



Shell Oil Introduces Diesoline as a Fuel

ALTHOUGH considerable information has been broadcast regarding Diesel engine design, especially since it has become a high-speed unit suited for truck power because of its decrease in weight per horsepower, only a comparatively small amount of information has been given out regarding the problem of supplying fuel suitable for these high-speed powerplants.

It is claimed that the Shell company is the first to have equipment and specifications to meet the demand for a fuel that is satisfactory for truck work. Diesoline is designed for engines of 400 r.p.m. and higher. It is available for distribu-

Distribution and Warehousing, June, 1935

NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y.
Gretsch & Co., Inc.; Ralph, 1150 Broadway, New York, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

MOTH-CRAFT PRODUCTS

give safe, sure and inexpensive insurance against damage by moths



NAPHTHALENE FLAKES and PINE TAR PAPER

24 hour shipment and personal attention to every order.

Write or phone

RALPH GRETSCH & CO., INC.

1150 Broadway, N. Y. C.
Phone Ashland 4-9417

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
Fulton Bag & Cotton Mills; Box 1736, Atlanta, Ga.
Goth Co., Walter M., 630 W. Adams St., Chicago, Ill.
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.

(See advertisement on page of this issue)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.

(See advertisement on page of this issue)
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.

PADS (Excelsior Wrapping)

American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Dale Bros. Excelsior Pad Co.; 1659 Plainfield Ave., N. E., Grand Rapids, Mich.
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.

IRON HORSE



Reg. U. S. Pat. Off.

FURNITURE PADS

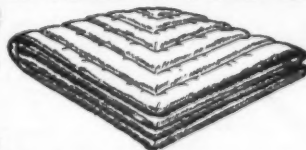
Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 60 x 72.

Write for prices and samples.

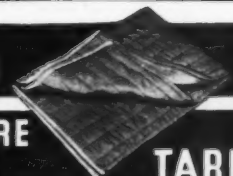
Van Linings

Grand Covers Tietape



CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.

Fulco



gilt-edge

FURNITURE PADS and TARPAULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

Write today for 1935 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

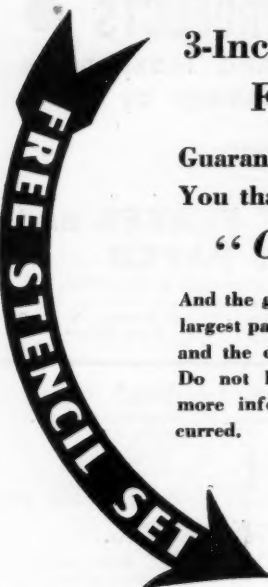
Bonded Dreadnaught

3-Inch Square Stitched Furniture Pads

Guaranteed for 3 Years to Assure You that Dreadnaughts

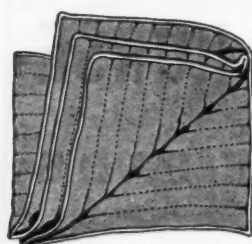
"Can Take It"

And the guarantee is backed by America's largest pad manufacturer. It's the safe way and the only way to buy furniture pads. Do not hesitate to write when desiring more information. No obligation is incurred.



With Each Purchase of 1 Dozen Pads or More

NEW HAVEN QUILT & PAD CO.
NEW HAVEN, CONN.



Tarpaulins
Truck Covers
Awnings

POWCO FURNITURE PADS

CUT SIZE
72 x 36"
72 x 54"
72 x 72"
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.
Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping."
Made with cotton filler, gives extra thickness and permanent body.
Furniture Tape, 1 1/2" wide, Rolls of 27 yards.

POWERS & CO. REED ST. 25TH TO 26TH
PHILADELPHIA

PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Picher-Hamilton-Daily Co.; 345 N. Dearborn St., Chicago, Ill.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue)

The way to make money by using advertising is to use it—not to fiddle with it.

tion in cargo lots, for bunkers, tank cars, tank wagons and drum deliveries.

In a series of pamphlets, all available to fleet owners wishing to keep pace with this Diesel fuel development, the Shell company explains fully practically all questions regarding how it has met the Diesel engine fuel challenge. These articles are easily understood and should be of extreme value to those who wish to complete their knowledge of Diesel operation on a broader scale. Shell Petroleum Corp., St. Louis. *Distribution and Warehousing.*

Pallets Save in Handling of Warehouse Materials

"THIS New Industrial Pick-Up," an attractively illustrated pamphlet, is designed to inform the warehouseman of the pallet system of material-handling savings.

The manufacturer builds on the principal that the right system for any savings in material handling is the one that begins its economies by fitting them into already existing conditions in the warehouse. It believes that the pallet system provides savings under present conditions.

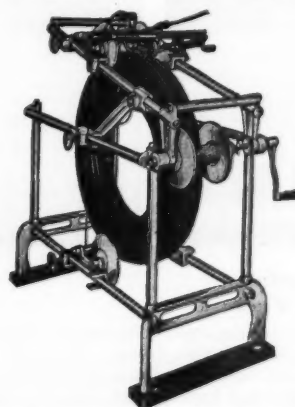
Not only are the pallets themselves durable enough to be used over and over again and light enough to be easily and inexpensively shipped, but also of cheap enough construction to be discarded at destination instead of reshipped, if so desired. Nor do they require any elaborate refashioning of existing tools. These pallets can be used with the Elwell-Parker tiering forks (described in our May issue), and they can be utilized to transport boxes, barrels, bags or bales—in other words, any conceivable type or shape of container.

Inasmuch as the forks are adjustable, tiering at any height can be effected and many loads still on their original pallets can be piled, undisturbed by further handling, in piles of convenient height in warehouses. The pallets themselves add less than four inches to the height of each tier of goods—a saving over some method of skids. But skids can be used in conjunction with the pallets if they are already in use at the warehouse—to be replaced altogether by pallets when the skids wear out. Elwell-Parker Electric Co., Cleveland. *Distribution and Warehousing.*

Tire Grooving Makes Smooth Tires Safe

FLEET operators are rapidly learning of the advantages of cutting new non-skid patterns on tires which have worn smooth. Better traction, increased safety factors and improved appearance are reasons for growth of this new type of automotive service.

Regrooving, while it had been used in various forms mainly for solid tires for some time past, has been increasing in use. The practice has spread to other countries, particularly to England where stringent laws affect smooth tires.

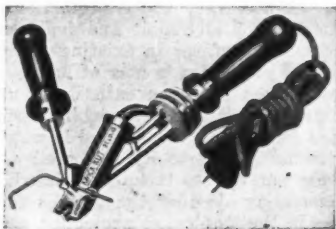


The growth of the operation in the United States has been due to the application of electricity for the purpose of heating the cutting blades which are of various widths and depths to take care of small passenger tires with but little remaining rubber to the largest truck and solid tires. The heat in the blade softens the rubber and the sharp cutting edge results in

an ease of operation that is surprising to those not familiar with the work.

Many large fleet operators have been grooving tires successfully for some time. The greatest proof of the value of the operation is found in the fact that all of the largest tire factories do grooving for their mileage accounts as well as doing it in their retail stores.

The public is more or less familiar with retreading—application of new rubber to old casings. It is not generally understood that in the process of retreading it is necessary to cut away many thousands of good remaining miles to get to the fabric. This rubber that is cut off is the original factory rubber, and very often there is a sufficient amount of it to give from 10,000 to 20,000 additional safe miles of transportation when regrooved. On the larger sizes of truck tires, some companies often regroove these tires twice and then they have them retreaded. It can be seen that this procedure results in genuine tire economy.



The heat of the grooving blade does not cause vulcanization of the rubber, as is clearly shown by the pliability of the strips cut from the tire. The exact original non-skid pattern can be cut back into the tire, or any other design which may be desired.

Satisfactory grooving work can be done with a hand tool alone and any mechanic with but little practice can soon become expert with it. For larger truck tires a tool with a 300-watt heating element results in easier operation. Other sizes of tools have 200, 150 and 100-watt elements.

Where considerable grooving work is to be done continuously, the power-driven machine cuts in the straight circumferential grooves rapidly and perfectly. This results in considerable saving in time and uniformity of cuts. The desired pattern work is cut in with the hand tool.

Grooving service is available in most cities, charges for truck tires being from \$2 to \$3 a tire. Fleets of five or more trucks will find it economical to have their own grooving equipment and will find that it will soon pay for itself.

Complete catalogs will be sent to those interested by writing the manufacturer, Kwik-Kut Mfg. Co., Inc., 3952 Arsenal St., St. Louis, Mo. *Distribution and Warehousing.*

Solution for Wood-Decay In Refrigeration

WHILE wood lends itself most suitably to refrigeration construction purposes, it brings special problems of maintenance, because of deterioration. The conditions arising in connection with refrigeration rooms and compartments (whether stationary or mobile units), with their cycles of humidity, condensation, seepage, etc., often furnish a fertile field for development of rot-fungi or decay, particularly in inaccessible locations. Sometimes insulation may inadvertently contribute to wood failure from this cause.

Rot-fungi impair or destroy wood by feeding on the cellulose; this is true of both wet and dry rot.

The logical defense is to protect wood-cellulose from fungi attack, but in the refrigeration field this raises a special question, because preservation of wood for refrigeration use is subject to much more exacting requirements than need apply to general preservation jobs. The treated wood must not only be clean, dry, odorless and non-leaching, but it must be positively non-poisonous and non-contaminating to the contents of the refrigerating compartment. It is frequently desirable also that treated wood be paintable. If the preservative treatment directed to this use can claim in addition the advantages of being permanent, inexpensive and easy to use, it has answered the major objections to undertaking preservation work.

PAPER (Tar)

Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.
(See advertisement elsewhere in this issue)
White Tar Co.; Dept. W, Belleville Turnpike, Kearny, N. J.

SIMPLE, YES! Simple as A-B-C!

WHY bother with costly vaults and poisonous gases? All you need for positive moth prevention is a tight room and a supply of

WHITE TAR NAPHTHALENE FLAKES or BALLS

Just scatter them freely and the job is done! Made from fine, snow-white refined naphthalene—packed in boxes, cartons and barrels. To protect rugs, carpets and draperies from moths as well as dirt, wrap them in

PINE TAR PAPER

... tough—inexpensive—available in sizes to meet every requirement.

Send for Prices and Full Information Today!

The WHITE TAR CO. of NEW JERSEY, Inc.

(A subsidiary of the Koppers Co.)

Belleville Turnpike

KEARNY, N. J.

PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

PIANO DERRICKS AND TRUCKS

Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue)

PRINTING

Economy Printing Service; 341 East 150 St., New York City, N. Y.

PRINTING

WAREHOUSE PRINTING FORMS OF EVERY DESCRIPTION

- Careful household storage warehousemen use the Economy Printing Service forms to aid them in operating their business legally and efficiently.
- The Economy Printing Service will gladly send you samples and quotations on request and will gladly quote prices on the forms you are now using.
- Our service and estimates will cover all of your printing needs.

ECONOMY PRINTING SERVICE
341 EAST 150TH ST. NEW YORK CITY

RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.
U. S. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

REFRIGERATION (Truck Body)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue)
International Carbonic, Inc., 60 East 42nd St., N. Y. (Carbon Dioxide)
International Harvester Co. of Am., 606 S. Michigan Ave., Chicago, Ill.
Liquid Carbonic Co., 3100 S. Kedzie Ave., Chicago, Ill. (Carbon Dioxide)
Mack Trucks, Inc., 25 Broadway, New York, N. Y.
Reo Motor Car Co., 1331 S. Washington Ave., Lansing, Mich.

SAWS (Portable Machine)

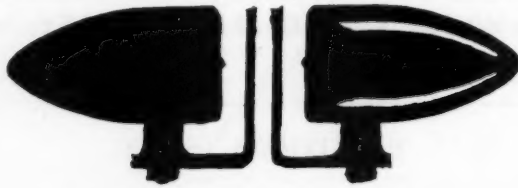
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
Onan & Sons, D. W.; 48 Royalston Ave., Minneapolis, Minn.
Skilaw, Inc.; 3310 Elston Ave., Chicago, Ill.
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

SCALES

Dayton Scale Co.; Dayton, Ohio.
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
Gaston Scale Co.; Beloit, Wis.
International Scale Co.; 270 Broadway, New York, N. Y.
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
Toledo Scale Co.; Toledo, Ohio.

SIGNALS

Turn Signal Corp.; 400 E. Rittenhouse Ave., Phila., Pa.



A paying investment.

Watch for this trademark.

TURN SIGNAL
CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beckman St., New York, N. Y.
Diagraph Stencil Mchs. Corp.; 2913 Clark Ave., St. Louis, Mo.
Ideal Stencil Mchs. Co.; 22 Ideal Block, Belleville, Ill.
Marsh Stencil Mchs. Co.; 35 March Bldg., Belleville, Ill.

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

With the introduction to this country of the wood preservative Celcuresol (as the product is known here) there became available here an English product meeting all the requirements enumerated in the foregoing and backed by many years of successful use abroad and in the tropics, in highly varied applications and under a wide range of conditions.

The primary advantage of this preservative lies in the fact that it gains its effect not by filling the wood pores with poisonous substances but by entering into permanent chemical combination with the ligno-cellulose of wood, rendering it immune from attack by fungi and other cellulose-feeding organisms.

Because of this unique property of reacting with the wood-fibre and becoming permanently fixed therein, surface applications of Celcuresol are claimed to be remarkably successful. This means it is now possible to protect wood permanently by simple brushing, spraying or dipping, wherever the wood surfaces remain intact. The convenience and adaptability of these methods cannot be excelled. In cases where wood surfaces are subject to abrasion, penetration treatments can be used to give the necessary added protection. In short, for all new construction, for all repair and replacement work, as well as for accessible surfaces in existing equipment, a suitable means of wood protection is now at hand.

The pressure process has been extensively used in the refrigerating holds of fruit steamers, while surface treatment has been adopted for ripening rooms and is widely specified by Federal departments in Puerto Rico, as well as by numerous important private enterprises there and elsewhere.

A large oil company specifies the process for truck bodies intended for use in the tropics, as protection against termites, another cellulose-feeding parasite.

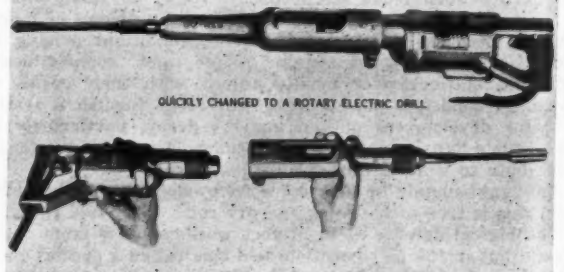
As to the nature of the product itself, it is a solution of two chemical salts plus a weak organic acid, the combination achieving what amounts to an improved principle in wood preservation, depositing in the wood by reaction with the fibre an almost completely insoluble (non-leaching) copper-chromium compound. Besides the advantages listed earlier in this article, it is worthy of mention that the material is non-inflammable and non-corrosive.

Briefly, Celcuresol, by virtue of special qualifications, can fulfill the requirements of special conditions, such as exist in the refrigeration field. Celcure Corporation of America, Worcester, Mass., A. S. Welter, Agent. *Distribution and Warehousing.*

Wodack "Do-All" Electric Hammer and Drill

FLEET operators should be interested in this tool, which is primarily an electric hammer which with a simple adjustment may be used also as an electric drill and for light grinding and buffing.

The hammer mechanism is so constructed that there are only two working parts, each being of specially treated steels to give long life. The motor is of the universal type with forced draft ventilation, and the tool may be operated from any light-socket.



By simply opening the chuck and loosening a cap screw, the hammer member may be removed and the tool used as an electric drill, with a capacity of 3/8-in. in metal.

When used as a hammer with star drills the tool drills holes in concrete and masonry up to 1 1/2 in. diameter; and by using special tools it does chipping, chiseling, cutting and vibrating.

Manufactured by Wodack Electric Tool Corp., Chicago. *Distribution and Warehousing.*

TIRES (Industrial Truck)

General Tire & Rubber Co.; E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodrich Rubber Co., B. F.; Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

Firestone Tire & Rubber Co.; So. Main St., Akron, Ohio.
General Tire & Rubber Co.; E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodrich Rubber Co., B. F.; Akron, Ohio.
(See advertisement elsewhere in this issue.)
Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.
Kelly-Springfield Tire Co.; 405 Lexington Ave., New York, N. Y.
Mohaw Rubber Co.; 1225 Second Ave., Akron, Ohio.
Selberling Rubber Co.; Akron, Ohio.
United States Rubber Co.; 1750 Broadway, New York, N. Y.

TRAILERS (Motor Truck)

B & J Trailer Co.; 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Truck Co.; Pontiac, Mich.
(See advertisement elsewhere in this issue.)
Highway Trailer Co.; Edgerton, Wis.
Stoughton Co.; Stoughton, Wis.
Trailer Co. of America; 51st and Robertson, Cincinnati, Ohio.
Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

TRUCK RACKS (For Hand Trucks)

Be-Bo Equipment Co.; 405 Lexington Ave., New York City, N. Y.

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.
(All steel stevedores)
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Case Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Colson Co.; Box 550, Elyria, Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
Globe Vice & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Howe Chair Co.; 2-30 E. Clay Ave., Muskegon, Mich.
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)
Mercury Mfg. Co.; 4145 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
Nutting Truck Co.; 292 Kinzie St., Chicago, Ill. (Platform and stevedore)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.
Tucker & Dorney Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)

TRUCKS (Jack)

Colson Co.; Box 550, Elyria, Ohio.

TRUCKS (Refrigerator)

E & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
Self-Lifting Piano Truck Co.; Findlay, Ohio.

VAULTS (Fumigation)

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

WAREHOUSE FORMS

Economy Printing Service; 341 East 150th St., New York City, N. Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
Hirsh-Wels Mfg. Co.; 205-209 Burnside St., Portland, Ore.
Isaac and Son, Wm.; 88 Bowers, New York, N. Y.
McDonalds Mfg. Co., E. L.; Twelfth & Penn Sts., St. Joseph, Mo.
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
Nunnally & McCrea Co.; 104-6 Mitchell St., S. W., Atlanta, Ga.
Oppenheim Bros.; 1107 Broadway, New York, N. Y.
Scott Mfg. Co.; Cyrus W., Houston, Texas.
Star Overall & Uniform Mfg. Corp.; 61-63-65 Taaffe Place, Brooklyn, N. Y.
Strasse & Co. Levi; 93 Battery St., San Francisco, Cal.
Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.



SAVE HALF YOUR HANDLING COSTS

by using the economical Colson Lift Jack System. A single Jack motivates any number of platforms. Loads in storage are readily mobile and much floor handling is eliminated. This system saves investment, saves labor, saves time. Turns made in a minimum space. Empty platforms can be stacked vertically or wheeled from place to place like hand trucks. Write for full information to

Colson

THE COLSON CO.
ELYRIA, OHIO

They Really Pay For Themselves!



X-70 Refrigerator Truck fits all cabinets, with or without legs, or crated. Prevents damaging cabinet, floor or walls. Only pads touch cabinet. Heavy duty all steel frame. One truck with top casters and handles for tilting and rolling into vehicles and on stairs. Complete set \$34.50. Ball bearing swivel casters on one end \$5 extra.

Balance Refrigerator Truck—also ideal for heavy boxes, crates, stores and furniture. Padded nose piece has instant, exact adjustment, \$25.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

New Buckeye Still Piano Truck—Also 10 other styles. Write today for free circulars.

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

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WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods, Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"Andy Says"

THE big question of the day is "How will the United States Supreme Court's decision on the NIRA affect warehousing?" Frankly, I can see no reason for great concern in our industry, and this is pretty well reflected in the telegrams published on pages 24 to 27 of this June issue.

No other industry in the country is as well organized as public warehousing, and it will fall to the national, regional, State and local associations to carry on the good features of our Codes.

The gains represented by the standardization of warehousing trade practices and minimum wages and maximum hours have cost the industry too much in time and money to throw them all overboard. In many cases the chiseler has learned it is more profitable not to chisel even though he may occasionally lose a job or an account. Men have learned under NRA that there is nothing creative about price-cutting; and they do not hesitate, as they did in times past, to let the shopper for prices or chiseling warehousemen go their way with the distinct feeling that they are better off without the business.

Warehousemen on the whole, through their associations, have been for many years a self-governing body. NRA comes along and makes more nearly complete the work already started. Now, without NRA, is there a man who will not welcome the opportunity to look to his associations to guide him in his business? We will find the associations functioning in a somewhat different manner than they did before NRA and it will behoove every member of the trade who is not a member of his various associations to join up *at once*.

Just what the associations will do or how they will bring about the complete cooperation of the industry is yet to be determined; but regardless of

what Governmental agency may be formed to take NRA's place, industry through its trade associations will govern itself in the future more than it ever has in the past.

More and more I find warehousemen better satisfied not to handle a job or close a warehousing account where they can see no real profit in the business. It has not always been that way—which means that much of the cut-throat competition has either gone out of business or men have changed their ways.

It is interesting to note how department store sales are reacting to the abolition of NRA. Some stores report 100 per cent gain in one week over the same period a year ago. A. I. Namm, one of Brooklyn's large stores, commenced a full page advertisement, "Namm's Recovery Act"; then followed a long list of bargains supposedly predicated on the letting down of code restrictions. Cigarettes by the carton that formerly sold for more than a dollar dropped in price to seventy-seven cents; then rapidly advanced, with customers still in line to buy, to ninety cents a carton.

While this kind of sales promotion may help sell more cigarettes, it will not necessarily make people smoke more, so after all the gain becomes only an imaginary one.

In any case, to apply the same principle to warehousing would be suicidal to the industry, because cut rates in warehousing create no new business either today or tomorrow.

Maintain the rates you have been getting and continue to make a profit on every job you do and every account you handle.

Andy

BIRMINGHAM, ALA.

1880—Fifty-Five Years of Honorable Service—1935

HARRIS TRANSFER and WAREHOUSE CO.

FIREPROOF WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING
Prompt Service—Accurate Accounting
First Avenue, at 13th Street, South
Members: A. W. A., N. F. W. A., S. O. W. A.,
A. C. W., ALA. T. & W. A.

BIRMINGHAM, ALA.

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Transfer & Warehouse Co.
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.



WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse
Household Goods and Merchandise
Agents: Aero Mayflower Transit Company
Member of Allied Distribution, Inc.

MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE
Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Clyde Mallory S/S Co.

MONTGOMERY, ALA.



Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.
BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION
Members N.F.W.A. — A.W.A. — S.O.W.A. —
A.C.W. — A.V.L.



MONTGOMERY, ALA.

Subscriber to Merchandise Warehousing Trade
Code, Certificate No. 34-654.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET
Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution
Members: A.W.A., N.F.W.A., S.O. W.A.

PHOENIX, ARIZONA

H. W. CHAMBERS, PRESIDENT

Chambers Transfer and Storage Co.

301 South Fourth Avenue
Storing and Packing Moving and Shipping
Warehousing and Distribution service for merchan-
dise and furniture.
Sprinklered warehouse—Insurance rate 46c.
Member—N. F. W. A.

The Men Who Distribute

Arbuckle Products

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

PHOENIX, ARIZONA

**The Lightning Moving &
Storage Co.**

**TRANSFER
AND
STORAGE**

Storage capacity 68,000 sq. ft. General receiving and
forwarding agents. Pool car distribution our specialty.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS
FIREPROOF STORAGE
110 East Sixth Street Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS, Jr. President W. J. ECHOLS Vice-President J. MONTAGUE WILLIAMS Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage, Forwarding, Pool Car Distribution.
55,000 Square Feet Floor Space.
Modern Fire Proof Building. Sprinkler Equipped.
Lowest Insurance Rate.
On St. Louis, San Francisco Railroad Reciprocal Switching.

FORT SMITH, ARK.



O. K. TRANSFER & STORAGE CO.

Rogers Ave. and 2nd St.
FORT SMITH, ARK.
Storing — Shipping — Moving
Pool-Car Distributing a Specialty



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801-7 East Markham St.
"A Complete Service"
Modern Offices—Storage—Drayage and Distribution
Located in the heart of the wholesale and shipping
district.
Fireproof Sprinklered Private Railroad Siding Low Insurance Quick Service

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Arkansas' Largest Warehouse
Merchandise—Household Storage



NEW TERMINAL WAREHOUSE CO.
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association
American Chain of Warehouses.

Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods



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STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



LOS ANGELES, CAL.

Don't Gamble! Just
Ship to Bekins

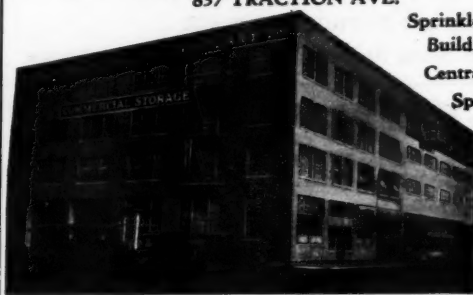
We own and operate
depositories in
principal cities of
California



1335 S. Figueroa St.

LOS ANGELES, CAL.

EFFICIENT WAREHOUSING
and DISTRIBUTION
CALIFORNIA WAREHOUSE CO.
837 TRACTION AVE.



Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

Specialist in Food Distribution

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316 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.



LOS ANGELES, CAL.



Offices for Rent
Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.
1525 Newberry Ave. 11 West 42nd St.
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LOS ANGELES, CAL.

Overland Terminal Warehouse

Ninth and Alameda Sts.

General Merchandise Storage
U. S. Customs Bonded Storage

Cool Room Accommodations

"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

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419 W. Harrison St. 76 Beaver St. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

Pacific Commercial Warehouse, Inc.

Owned and Operated by

J. D. & A. B. Spreckels Investment Co. of San Francisco
California

Centrally located — Uncongested district
Loading dock accommodations for 22 trucks

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service

Cyanide Fumigating—Carload Capacity

923 East Third St., Los Angeles, California

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution



FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members: California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

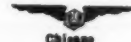
1817-1833 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet
New York



58 Motor Trucks
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LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete
and efficient Warehouse and Distribution Service in the West.
Insurance Rate as low as 14.4 cents per \$100 per year.
Daily motor truck service to all parts of the city and Los Angeles
Harbor.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1305
38 So. Dearborn St.
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OAKLAND, CALIF.

HOWARD TERMINAL WAREHOUSES

95 Market Street, Oakland, Calif.

Oakland terminus of steamship lines, transcontinental railways
and motor truck lines.

Shipside warehousing—drayage eliminated between
piers and warehouses.

A COMPLETE EFFICIENT WAREHOUSING SERVICE
Member AWA—CalWA—SPWA

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FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution Motor Truck Fleet

Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

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AND

TILDEN SALES BUILDING

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THE HASLETT WAREHOUSE CO.

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Operators of the most complete warehouse and distribution system in the
San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSIT DELIVERY SERVICE

S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

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A Complete Ser-
vice for the
Warehousing
and Distribution
of General
Merchandise

Warehousing, Distribution, Draying, Office Accommoda-
tions, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street

Member: American Warehousemen's Association
Distribution Service, Inc.

DENVER, COL.

We offer a complete service—Merchandise and
Household Goods Storage, Pool Car Distribution,
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
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Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

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1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W. A.—A. W. A.

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BURCH WAREHOUSE AND TRANSFER CO. INC.



General Office and Warehouse
200 SO. SANTA FE AVENUE
Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household and Merchandise Storage
PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

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E. G. Mooney, Pres. J. W. Connolly, Vice-Pres.

Hartford Despatch and Warehouse Co.

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STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND
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Member of A.W.A., N.F.W.A., A.C.W., A.F.L.
Merchandise Warehousing Trade Code Certificate No. 1935-253.



HARTFORD, CONN.

BOAT LINE WAREHOUSE CO., INC.

Subscribers to the Merchandise Warehousing Trade Code.
Under Certificate No. 34-982, Reg. No. 6-3

Located on the Connecticut River
18 Van Dyke Ave.

General Merchandise Storage and Distribution

Direct Water, Rail, and Truck Connections

Large Shipment Facilities

Member of Conn. W. Assn.—Hartford Chamber of Commerce.

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E. G. Mooney, Pres. J. G. Hyland, Mgr.

Hartford Despatch & Warehouse Co.

252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-
MILE RADIUS. SPECIAL FACILITIES FOR STORING, MOV-
ING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.
ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND
BRIDGEPORT, CONN.

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DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Ware-
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Private seven-car siding, adjacent to Steamship and
R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.



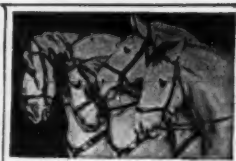
The Men Who Distribute

Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AFA, NFWA, CWA, MTA of C,
New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.



PAUL A. DAHLGARD, Owner

West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

STAMFORD, CONN.

STAMFORD
DARIEN
NEW CANAAN
OLD GREENWICH
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WM. H.
SCHAEFER
& SON, Inc.

Fireproof Storage Warehouse

Member of Conn. W.A.—N.F.W.A.

WASHINGTON, D. C.



E. K. MORRIS, President

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

Absolutely
FireproofMOVING
PACKING
SHIPPINGPool Car
Distribution
General Hauling

Merchants Trans-
fer & Storage Co.
920-922 E. St., N. W.



The Men Who Distribute
American Crayons

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and consult the Directory of Warehouses

WASHINGTON, D. C.

CONTAINER, LIFT VAN,
OR ORDINARY SHIPMENTS DELIVEREDSecurity Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments
at door to door rates, with all risk insurance if
desired.

Available almost anywhere.

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Modern
Fireproof
BuildingLONG
DISTANCE
MOVINGPACKING
STORING
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Member—Mayflower Warehousemen's Association

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General Merchandise Storage

Pool Car Distribution—City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania RailroadTerminal Refrigerating & Warehousing Corporation
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Member of A. G. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

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OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

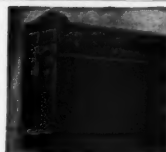
CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901

UNITED ★ STATES
STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 137)

Member of N.F.W.A.—W.W.A.

The Men Who Distribute

Fels-Naptha Soap

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and consult the Directory of Warehouses

JACKSONVILLE, FLA.

**FLORIDA'S LARGEST WAREHOUSE
UNION TERMINAL WAREHOUSE COMPANY**
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System
Insurance Rate 20 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.W.—J.W.A.

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242 E. Bay Street Jacksonville, Fla.
Merchandise Storage—Cold Storage—Pool Car
Distribution

Building is centrally located, brick and concrete construction, equipped
with sprinkler system and served by Sou. Ry., G.S.&F. Ry. and St. Johns
River Terminal Co. Low Insurance Rate.
Member of Jacksonville Warehousemen's Association

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Washington Storage Co., Inc.
1001 Washington Avenue
Moving—Packing—Shipping—Storage

Members NFWA, SOWA

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"Your Tampa Branch House"



**GALDWELL
BONDED
WAREHOUSES**
INCORPORATED

MERCHANDISE Storage & Distribution Fireproof Buildings. Waterfront Whse. and Private Docks	U. S. CUSTOMS Bonded Storage. Government Storekeeper retained permanently. Normal temperatures for Wines and Liquors.	HOUSEHOLD Moving & Storage Agents Aero Mayflower Transit Co. National Long Distance Movers.
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Members Mayflower Warehousemen's Assn.

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

 MERCHANDISE STORAGE POOL CAR DISTRIBUTION	 HOUSEHOLD GOODS STORAGE MOVING—PACKING SHIPPING
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LEE TERMINAL
AND WAREHOUSE CORPN.

TAMPA, FLA.

Represented by Distribution Service

NEW YORK—CHICAGO SAN FRANCISCO

The Men Who Distribute
'Chiclets' Gum

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and consult the Directory of Warehouses

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDED

**CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION**
Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.
272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION
Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution
Household Goods Storage, Packing, Shipping
Pool Car Distribution
Direct R.R. Siding A. C. L., C. & W. C. R.R.

COLUMBUS, GA.

FOR — modern warehousing — distributing
of merchandise and household goods—choose

BURNHAM'S
STORAGE AND VAN SERVICE
MOTOR FREIGHT TERMINAL
PRIVATE TRUCKAGE

Member—Southern Warehousemen's Association

SAVANNAH, GA.

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANY.**

BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconsigning
Custom House Broker—Custom Bonded

Regular steamship service from principal
Eastern, Western & Gulf ports—track
connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.W.A.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

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Selling Services Furnished

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

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**Combine your Chicago Office
and your Warehouse**

■ at **ANCHOR**. The best location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO.

219-229 East North Water Street

CHICAGO

Represented by

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Phone Bowling Green 9-0988219 East North Water St.
CHICAGO
Phone Sup. 7180625 Third St.
SAN FRANCISCO
Phone Sutter 3461

*An Association of Good Warehouses
located at Strategic Distribution Centers*

CHICAGO, ILL.



Chicago's only warehouse which has a Union Freight Station under the same roof. Chicago Junction Service—carload and L. C. L.—to all lines daily at flat Chicago rate.

U. S. Customs Bonded. All modern warehouse services.

Write for illustrated booklets and rates.

2001 West Pershing Road

CHICAGO, I.L.

Accessible Location.
Modern Warehouse.
Excellent Shipping
Facilities.
Delightful Offices.
Special Equipment.
Economical Service.
No cartage expense on
outbound L. C. L.
Freight.
1455 W. 37th St.

DIETRICH
WAREHOUSING
COMPANY
1455 W. 37th St.

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SATISFACTION ASSURED!

A large shipper wrote us—"It is not often our interests in out-of-town shipments are accorded the careful attention you have shown."

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WAREHOUSES INC.

General Offices 5153 Cottage Grove Ave.
W. F. CARROLL, Pres. J. J. BARRETT, Sec'y.

CHICAGO, ILL.

**DOWNTOWN
WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CURRIER-LEE Answers



CURRIER-LEE ANSWERS THE FINANCE PROBLEM OF WAREHOUSING



Currier - Lee's well established reputation, built up through years of business relations with leading financial institutions in the Chicago area, enables us to obtain CASH LOANS against staple merchandise stored within our walls—a service making it possible for you to carry huge reserve and surplus stocks WITHOUT TYING UP too much capital. We issue negotiable receipts against merchandise stored with us—paper good as collateral for substantial loans from any banking institution in Chicago.

Consider this extra service when choosing warehousing facilities. For complete details write for illustrated literature—CURRIER-LEE ANSWERS your distribution and storage problems.



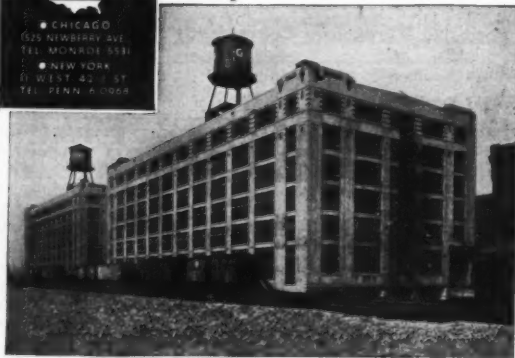
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General Offices 427 W. Erie St., Chicago, Ill.

CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

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Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all R.R.s.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.

Member N.F.W.A.

CHICAGO, ILL.



MIDLAND

Offers

LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES

at

CHICAGO

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

Midland Warehouse & Transfer Co.
CHICAGO, ILL.

15th Street and South Western Ave.

CHICAGO, ILL.

FOR **REAL SERVICE** TRY

Producers Warehouse Co.

344 No. CANAL ST.

C & NW Ry SIDING

Also Operating

Republic Warehouse Co.

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE

CHICAGO, ILL.

"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

25 YEARS

**OF MERCHANDISE STORAGE
and DISTRIBUTION SERVICE...**

Two warehouses close to the Loop •
Direct railroad connections • Office
and warehouse space to rent • U. S.
Customs Bonded storage • Loans on
standard merchandise • Low insur-
ance rates • Direct tunnel service • Spe-
cial facilities for the storage of wines.

Write for information on services to meet
your individual needs

RAILWAY TERMINAL & WAREHOUSE CO.

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ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and Their
Connections Handled Without Cartage Charges.
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
Offices for Rent—Fireproof—Trackage

CHICAGO, ILL.

TOOKER STORAGE and FORWARDING CO.

(Etab. 1903)

STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

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CHICAGO, ILL.

Los Angeles

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

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U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

ADVANCES MADE

Our ample financial resources enable you to negotiate
loans right in our office.

Prompt Delivery and Best of Service

CHICAGO, ILL.

WERNER BROS. KENNELLY CO

STORAGE
MOVING
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SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given pre-
ferred attention. Pool cars handled
on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.

CONTAINER SHIPMENTS SOLICITED

Warehouses Conveniently Located

2815 Broadway

4917 Broadway

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PARK BRANCH

1750 N. Clark St.
Opposite Lincoln Park

TRAFFIC DEPT.
3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

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C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville.
Storage for household goods and Merchandise Distributing. Conveniently located
in the heart of the wholesale district. Private siding to warehouse, and free
switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight
rates, making a most convenient point for the distributing or storage of carloads.
American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

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Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

ELGIN, ILL.

Elgin Storage & Transfer Co.

A. C. MUNTZ, Pres. H. C. MUNTZ, Mgr.
Merchandise and Furniture Storage, Long Distance Hauling.
Bonded Warehouse. Storing, Packing, Shipping.
Warehouse and Office: No. 300 Brook Street

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company
Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION
Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt which connects with
every road entering Chicago.
No switching charges.
Chicago freight rates apply.

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All Points of the Compass



Peoria is the logical center of
distribution for Illinois.
We will be pleased to explain
our service and facilities.
Our Dependability Your Assurance of
Satisfaction
Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

**NATIONAL
WAREHOUSE
CO.**

- Merchandise Storage
- Pool Car Distribution
- Private Siding
- Low Insurance Rate
- Fireproof Building Construction
- 14 Years Warehousing Experience

1323 SO. WASHINGTON ST.

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BARTLETT WAREHOUSE

TRACKAGE— —FREE SWITCHING
SPARKLING SERVICE

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"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL
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Subscribers to the Merchandise Warehousing Trade Code,
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90,000 sq. ft. floor space on one floor. Served
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Fireproof; Sprinkler system; Thermostatically
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Merchandise Warehouse, 10,000 square feet, concrete,
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Distribution of Pool Cars

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**FORT WAYNE [WITH MIGHT
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Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
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Leased Space—Offices—Low Insurance
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Modern Truck Equipment.

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ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
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For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION

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35 years' warehousing nationally known accounts
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Fireproof Storage of All Kinds

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Your Choice for the Sioux City Territory
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Private siding — Free switching — Pool car distribution

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Modern distribution and warehousing service

Merchandise and household goods.

Reinforced concrete buildings. Private siding.

Free switching to and from all lines.

75,000 sq. ft. modern storage.

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CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.
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**THREE LARGE
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Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
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**Most Up-To-Date Warehouse and Motor
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With a trained personnel and finest facilities for
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ASK YOUR CUSTOMERS HERE.

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Merchandise Warehouse 50,000 square feet,
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Complete Warehousing and Distribution Service for
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200,000 square feet of storage space with track room
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INCORPORATED**Modern Merchandise Warehouses**

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Sprinklered storage—
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Switch track capacity
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Nine warehouses con-
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Loans made against
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414 cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage
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Complete Warehousing & Distribution Service.
Low Insurance . . . Switch Track Facilities
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Twenty trucks and twenty cars can be handled simultaneously at our
800 feet of platform. Rail and water facilities are at our doors. More
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Established 1875 Incorporated 1918**General Storage and Distributing**

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For Details See Directory Issue
Distribution and Warehousing

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Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
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Every facility for the handling of your shipments



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Offering the most complete Moving, Hauling and Freight Service in Baltimore
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Your Clients Efficiently Served
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25 VANS QUICK DELIVERIES
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Private siding handling CL shipments via B&O,
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Satisfactory service guaranteed

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GENERAL MERCHANDISE

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Use our complete facilities for
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Modern equipment for lift vans
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Established 1896

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Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
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warehouse receipts. Space reserved for merchandise requiring non-freezing tem-
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Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

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PACKING, STORING, SHIPPING OF HOUSEHOLD GOODS
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Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
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Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
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Daily Trucking Service to
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It has been functioning for 35 years
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Complete Service

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Efficient, Dependable Warehousing

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- Served by all rail lines entering Detroit. Inside trackage for 22 cars.
- Forty-four sheltered truck docks. Eleven high speed freight elevators.
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Personal Service that is different

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Try us and be convinced

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Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

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"The Warehouse of Service"

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EVERY LOAD INSURED

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TURN YOUR MOVING AND STORAGE PROBLEMS OVER TO OUR EXPERIENCED ORGANIZATION. WE OWN AND OPERATE NEW, MODERN EQUIPMENT WITH ONE RESPONSIBILITY—OUR OWN.

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RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.
53 Years Satisfactory Service
HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED
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Thoroughly Serving
GREATER



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United States Warehouse Co.

1448 Wabash Avenue
Detroit, Michigan



DETROIT, MICH.

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Merchandise Storage and Distribution
1965 Porter St. at Vermont, Detroit, Mich.
Modern Concrete Building in Downtown Wholesale District on Michigan Central Railroad
Prompt, Efficient Handling and Distribution of Merchandise Accounts
L. J. McMILLAN, General Manager Member of Distribution Service, Inc.

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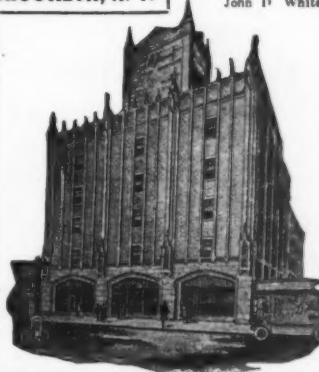
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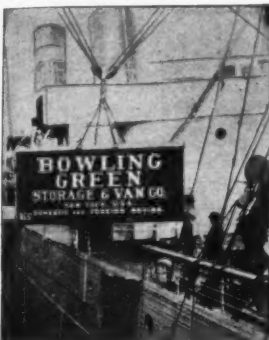
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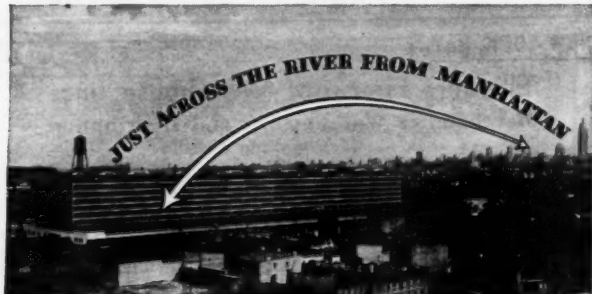
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Railroad tracks in the building. Concrete fireproof construction. Sprinkler
system. Clean floors. Orderly arrangement. Sunlight and ventilation on four
sides. Lowest insurance rate in the Bronx—15¢ per \$100. Prompt service.

NEW YORK, N. Y.

T. I. McCORMACK TRUCKING CO., Inc.
261 ELEVENTH AVE. AT 27th ST.
Service That Has Stood The Test
GENERAL MERCHANDISE STORAGE AND DISTRIBUTION
IN THE VERY CENTER OF NEW YORK
3 Railroad Sidings: N. Y. C. R. R., Erie R. R., Lehigh Valley
Fleet of Motor Trucks for Every Kind of Transportation Need
Daily Metropolitan Deliveries Liquor Delivery Permit
Custom House License No. 111

LACKAWANNA TERMINAL WAREHOUSES, INC. JERSEY CITY, N. J.

(Six hundred feet from the Manhattan Tunnel Plaza)



SUPERIOR DISTRIBUTION

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C. ♦ Traffic experts route your shipments via dependable lines at minimum charges. ♦ Side track facilities and L. C. L. Freight station in same building. ♦ Coastal Steamship connections, eliminate unnecessary cartage expense. ♦ Direct Motor Truck Store Door Delivery Service covering wide area. ♦ Pool Car Distribution. ♦ Modern Building and Minimum Insurance Rates.

NEW YORK, N. Y.

Offering a Superior Service at a Reasonable Price

Fireproof Vaults
Electric Van Service
Cold Storage
Separate Vans
Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

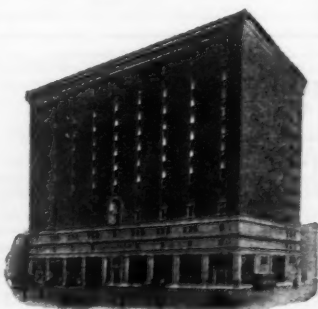
Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

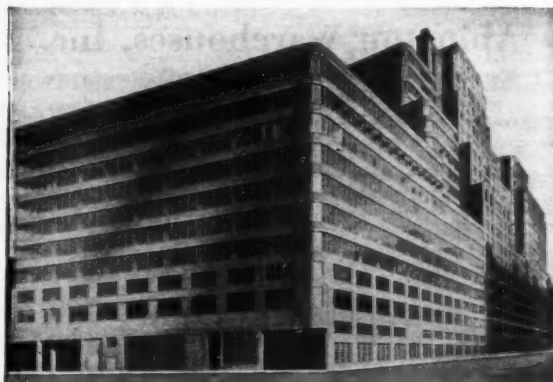
Our experience of 50 years guarantees satisfactory performance.



Lincoln Warehouse Corporation
1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: CHickering 4-0297

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Storage, Distribution and Freight Forwarding
from an Ultra-Modern Free and Bonded
Warehouse.

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forward-
ing and transportation. Motor truck service furnished
when required, both local and long distance. Lehigh
Valley R.R. siding—12 car capacity—in the building.
Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.
Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

ROYAL WAREHOUSE CORP.
GENERAL MERCHANDISE
STORAGE—DISTRIBUTION—POOL CARS
Located in the Hub of Greater New York
Crane Equipped

Long Island City

New York

NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester
County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor
truck distribution — One Responsibility.
Port Newark Terminal Brooklyn Terminal
Foot of Doremus Ave. Foot of Smith St.

NEW YORK CITY, N. Y.

WARWICK-THOMSON CO.

507-517 West 39th St., New York City

STORAGE—TRUCKING—DISTRIBUTION
POOL CARS—CAR LOTS AND LESS CAR LOTS
STORE DOOR DELIVERY & FORWARDING

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central
in the Center of Rochester

ROCHESTER, N. Y.

Established 1823

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

**ROCHESTER
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND
FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.



**Schenectady Storage and Trucking
McCormack Highway
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.



Fireproof Throughout
Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Pool Cars Handled
Private Siding

SYRACUSE, N. Y.

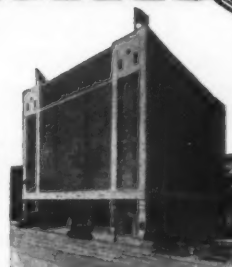
**This Service
is for YOU**

We have complete modern
facilities for maintaining
an easily available stock
for you in the key city of
New York State. Use them
to improve your service
and cut your selling costs.
Ask for details.

Member AWA, ACW
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Great Northern Warehouses, Inc.

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SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE

SINCE 1897



MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
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AGT. A.V.L.

Represented by
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UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.
Sprinklered and Heated. Private Offices for Manufacturers' Representa-
tives.

Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

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CARPENTER STORAGE, INC.

Also serving
Tarrytown
Scarsdale
Hartsdale
Mamaroneck
Port Chester
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped Storage Warehouses in Westchester. Household Goods Exclusively. Low Insurance Rate. Packing—Crating—Shipping. Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping. Prompt service for any point in Westchester County.

Member N.Y.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N.C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

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Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

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**MERCHANDISE STORAGE**

Pool Car Distributors
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25c

MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST. INC.

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION

MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

FARGO, N. D.

Union Storage & Transfer Co., Fargo, N. D.
General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total of 180,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Common storage, cold storage and household goods. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

A.W.A.—A.C.W.—M.N.F.W.A.—N.F.W.A.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

100,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient

location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long distance moving.



CANTON, OHIO

CANTON STORAGE, Inc.
4TH AND CHERRY N.E.

MERCHANDISE—HOUSEHOLD GOODS
COLD STORAGE

U. S. GENERAL BONDED WAREHOUSE

U. S. CUSTOMS BONDED WAREHOUSE
DISTRIBUTORS

Also Members: A.W.A.—O.F.W.A.—O.W.A.—A.C.W.



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THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Barmiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address:

Second and Smith Sts.

FRED W. BERRY.

Manager and Treasurer.

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Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage

Penn. R.R. Siding

Pool Cars

Inter-City Truck Depot



CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE

CINCINNATI TERMINAL WAREHOUSES, INC.

U. S. General Bonded Warehouse Number 1
Parkway 8070 Cincinnati, O.

CLEVELAND, OHIO



**THE DISTRIBUTION TERMINAL
& COLD STORAGE CO., CLEVELAND**

Central Viaduct and West 14th St.

Local, regional and storage-in-transit
service, offering every facility known
to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

CINCINNATI, OHIO



The "A" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of R.&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO

THE GREELEY-GENERAL WAREHOUSE CO.

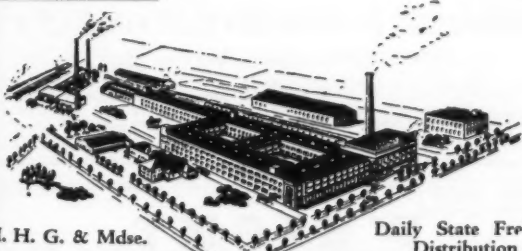
Main Office:

New York Central Orange Ave. Terminal, Broadway & E. 15th St.
175,000 Sq. Ft. of Available Floor Space; Truck Capacity 100 Cars; Operating
our own Motor Truck Equipment.

Represented by The American Chain of Warehouses

J. W. TERREFORTE W. H. EDDY
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Member of A.W.A.—Rotary International—Cleveland Chamber of Commerce

CLEVELAND, OHIO



H. H. G. & Mdse.

Daily State Freight
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BRAMLEY STORAGE CO.

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.

General Merchandise Storage and
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Moving and Household Storage
Cartage

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Telephone PRospect 2970



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**LEDERER
SERVICE
TERMINAL**

BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. Whse. Broadway Whse. Private Siding Nickel Plate Ry.
Private Siding Erie Ry. East 37th St. Whse. In Northern Ohio Food Terminal Area

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading platform.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. B. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

OUR SERVICE



Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

is a continuation of your own
when you forward your ship-
ments in our care.

May we serve you?

The NEAL STORAGE COMPANY

CLEVELAND OHIO

* Operating the Cleveland Bonded Warehouses, Inc.

CLEVELAND, OHIO

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION
HEATED LIQUOR STORAGE
CUSTOMS BONDED
WAREHOUSE
LEASE SPACE



"In THE HEART
OF CLEVELAND"

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

RAILWAY WAREHOUSES, INC.

BUILDERS OF BIGGER AND BETTER BUSINESS

3540 CROTON AVE. S. E.

CLEVELAND, OHIO

COLUMBUS, OHIO

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Wm. J. O'Neil, Mgr.

MERCHANDISE
STORAGE



Established 1882

POOL
CARS

This modern, clean, and well ventilated warehouse
provides thorough protection for your merchandise.
Bonded Storage Facilities. Private Siding New York
Central Railroad. Free switching from all railroads.

MEMBER OHIO WAREHOUSEMEN'S ASSOCIATION

THE COLUMBUS TERMINAL WAREHOUSE CO.

COLUMBUS, OHIO

COLUMBUS, OHIO

Member of Associated Warehousemen, Inc.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—8 BLOCKS OF
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehouse-
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COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

COLUMBUS: — In the
Center of Ohio.

THE MERCHANDISE
WAREHOUSE CO:
In the Center of Co-
lumbus.

SERVICE: — That
means more business
for you at less ex-
pense.
Let us serve you at
Columbus.

PRIVATE SIDING ON
N. Y. CENT. RY.
U. S. Customs Bonded



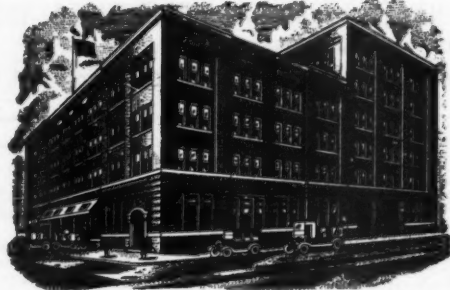
The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

MERCHANDISE STORAGE
and DISTRIBUTION

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THE NEILSTON WAREHOUSE CO.

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of
Merchandise. Motor Vans for Local and Long Distance Moving. Stor-
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Private Siding New York Central Lines

MEMBER MAY. W. A.

MARION, OHIO

WRIGHT

TRANSFER & STORAGE CO.

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MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.

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Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and
Contract Hauling—Operating Daily from Cincinnati to Chicago,
Pittsburgh, Charleston, W. Va., and way points.

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WAGNER WAREHOUSE CORPORATION

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

STEUBENVILLE, OHIO



Z. L. TRAVIS, Pres. and Gen. Mgr.

Z. L. Travis Co.

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet
Reinforced Concrete

Household Goods Packed,
Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:
N. F. W. A.—O. W. A.



OKLA. CITY, OKLA.

Established 1859

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR TRUCKS & TEAMING

HOUSEHOLD GOODS

MERCHANDISE

MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing

Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1223

50,000 Sq. Ft.
Floor Space.
Fireproof

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GREAT LAKES TERMINAL WAREHOUSE CO.

of Toledo
355 Morris Street

General Merchandise, Cold Storage and Distribution
U. S. Custom Bonded Warehouse, Storage in Bond
Store Door Delivery Complete Service
Private Siding New York Central and R. & O. R. R.
Member American Chain of Warehouses

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage
Members of American and National Warehousemen's Association

TOLEDO, OHIO

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 Vance St.

Merchandise Storage and Distribution
Excellent Service

Member A. W. A.

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Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

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FISHER-GILDER

Cartage & Storage Co.

Fireproof Warehouse

Household Goods and Merchandise

Established 1878

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
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OKLAHOMA CITY, OKLA.

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Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION
A SPECIALTY**

Member A. W. A.—Amer. Chain.

Established 1864

The Men Who Distribute
U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSESMerchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler EquippedMember A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

DISTRIBUTION A SPECIALTY**Low Rates—Prompt Service—Commercial Accounts Only**Let us be Your Pacific Coast Agents
Complete Warehouse and Drayage Facilities—19 Motor Trucks
Just consign your LCL or Carload Shipments to**RAPID TRANSFER & STORAGE CO., INC.**630 NORTHWEST 10TH AVE. PORTLAND, OREGON
and we will do the rest. Member of OreWA—PD&WA

PORTLAND, ORE.

Rudie Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

ALTOONA, PA.

Route your RAIL & TRUCK shipments
care of**ALTOONA STORAGE & TRANSFER CO.**

2701 Industrial Ave., Altoona, Pa.

P.R.R. track connections

STORAGE—CHECKING POOL CARS—DISTRIBUTIONDoor to Door deliveries from storage stock
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BETHLEHEM, PA.500,000 CU. FT. COLD
STORAGE
200,000 SQ. FT. DRY
& HOUSEHOLD
STORAGEServing
ALLENTOWN
BETHLEHEM
AND EASTON
Private Siding
LEHIGH & NEW
ENGLAND R. R.**LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY**15th Avenue, North of Broad St., Bethlehem, Pa.
Represented by American Chain of Warehouses

HARRISBURG, PA.

Pool CarsEfficiently
Handled

Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's
Association, Penna. Furniture Warehousemen's Association

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE**FIREPROOF STORAGE WAREHOUSE**

Household Goods Storage, Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Members of N. F. W. A.



LANCASTER, PA.

Keystone Express & Storage Co.**STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.**Packing, Crating, Storage and Shipping
of Household Goods**Merchandise distribution. Pool car shipments. Motor trucks
for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Wshs. Assoc.

OIL CITY, PA.

CARNAHAN**Transfer and Storage**The most reliable transfer in Venango County. Fireproof ware-
house. Private rooms for furniture and pianos. General hauling.
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

ERIE, PA.

Erie Storage & Carting Co.

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGEWarehouse in the center of the city, with trackage from
N. Y. Central Lines and switching to all other lines. Un-
excelled facilities for handling shipments of household
goods and merchandise. Branch house service for manu-
facturers. Members of N.F.W.A.—P.F.W.A.—Retary and Kiwanis Clubs

PHILADELPHIA, PA.

ATLAS**STORAGE WAREHOUSE COMPANY****FIREPROOF DEPOSITORY**

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and U. S. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.**Absolutely Fireproof**

46th and Girard Ave.

Cable Address "Fenceo"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

The Men Who Distribute
Hoosier Kitchen Cabinets
Read **DISTRIBUTION AND WAREHOUSING**
and consult the Directory of Warehouses

PHILADELPHIA, PA.

68 Acres OF FLOOR SPACE



Motor Truck SERVICE

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.



13 Warehouses located in the foremost wholesale and retail districts, served by both Reading R. R. and Pennsylvania R. R. Trackage facilities for 143 cars. Streets leading to and from loading platforms are wide and well paved, thus eliminating vehicular congestion. Modern fireproof construction provides low insurance rates. High-speed elevators to all floors. Completely equipped pool car departments. No cartage expense on L. C. L. shipments by rail. A personnel especially trained to handle all merchandise.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers



PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise. Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Enclid Aves, Pittsburgh, Penna.
Member A. W. A.—N. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT WHITE TERMINAL CO.

17th & Pike Streets

Food Products
Merchandise

WAREHOUSING

Also operating

WHITE MOTOR EXPRESS CO.

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING L. C. L. TO P. R. R.—11TH ST.

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

PACKING

SCRANTON, PA.

THE QUACKENBUSH WAREHOUSE COMPANY
219 Vine Street
MERCHANDISE AND HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.
31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.
General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE
IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Co.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

CHATTANOOGA, TENN.

General Merchandise Storage & Distribution

Pool Car Distribution—City Delivery Service—Forwarding
Agents—Direct Switching Connections into Warehouse—
Private Siding

Fully Sprinklered Low Insurance

TEXTILE STORAGE & WAREHOUSE CO.
1807 Elmendorf Street

Efficient

Courteous

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paull, Treas.

Rowe Transfer & Storage Co.
416-426 N. Broadway

Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.
Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company
Member, Mayflower Warehousemen's Association & S. W. A.



KNOXVILLE, TENN.

**FIREPROOF STORAGE &
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.
Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.

MEMBERS

American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Warehouse & Distributing Co.
435 So. Front St.

"Good housekeeping, accurate records, Personal Service"
Located in the center of the Jobbing & Wholesale district.
Sprinklered Low Insurance
Private R. R. siding Perfect service
Member of M.W.A.

MEMPHIS, TENN.

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON
STORAGE WAREHOUSES
INCORPORATED**

671 to 679 South Main St., on Illinois Central Railroad
Tracks

Established 1894

Free Delivery from All Railroads on Car Lots
and from Cotton Belt R. R. Stations

Insurance Rate \$1.41 per \$1,000 per Annum

No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.

**DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.**

MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"



NASHVILLE, TENN.



MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

BOND-CHADWELL Co.

100 TO 124 FIRST AVENUE, N.

1623-1625 BROADWAY

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding — Free Switching
Motor Truck Service.

DALLAS, TEXAS.

E. D. Balcom

Cas K. Weathered

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn., Rotary Club.

DALLAS, TEXAS.

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"
Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Carlsiana-Trinity Warehouse Co.
Ft. Worth, Texas Carlsiana, Texas
Member of N.F.W.A.—A.W.A.—S.W.A.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

Armstrong Transfer & Storage Co., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

AMARILLO AND LUBBOCK, TEXAS

Member S. W. A.—Amarillo Warehousemen's Association
—American Chain of Warehouses



AMARILLO, TEXAS

BISHOP

WAREHOUSE & STORAGE CO.

Between 5th & 6th on So. Grant St.

Operating two self-owned warehouses. Largest most modern in city.
Goods of any size or quantity handled. Capacity 368 cars. WARE-
HOUSING — STORAGE — TRANSFER — FORWARDING — DISTRI-
BUTION — POOL CARS.

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof
Storage & Transfer Co.**

For Fireproof Storage and
Distribution Service



Fireproof—16c Insurance Rate
Merchandise
Storage and
Distribution

Our new one-half million dollar
plant.
Household Goods Stored, Moved,
Packed and Shipped.
DALLAS—The Logical Distribution
City for the Great Southwest.

The Interstate Fireproof Storage & Transfer Co.

W. I. Ford

301-07 North Market Street
Associate Managers

R. E. Eagon

AUSTIN, TEXAS

SCOBIE

FIREPROOF

WAREHOUSE

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.
May Crocker—Sec. & Treas.

**CROCKER
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. S.W.T.A.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION
K. K. MEISENBACH

LOCAL DRAYAGE
JACK ORR

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space;
with our private side and free switching to Fort Worth's eleven Trunk Line
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

GENERAL CARTAGE CO.

1212 E. Lancaster Ave., Fort Worth, Texas

FIREPROOF STORAGE

MERCHANDISE & HOUSEHOLD GOODS

POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

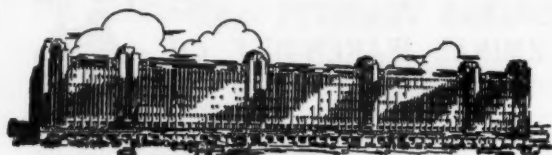
Fort Worth, Tex.

TEXAS

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
June, 1935

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.
Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.
Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

Subscriber to Merchandise Warehousing
Trade Code Certificate No. 34-330

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.
1302 Nance St. Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL
WAREHOUSE COMPANY**
Fireproof Storage—Sprinklered Warehouses
New York Office: 100 Broad Street
Chicago Office: 427 West 27th Street

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
Genj. S. Hurwitz President
Members N. F. W. A.
State and Local Assn.

SAN ANTONIO, TEXAS

Central Warehouse and Storage Co.
Merchandise Warehouse Hollow Tile Building,
Concrete Floors. Consign shipments via South-
ern Pacific. Distribution of pool cars. Transfers
Household Goods.
Member of S. W. A.

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE
Complete Storage and Distribution Service
50 years of satisfactory service
Member of American Chain of Warehouses

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.
HOUSEHOLD - - - - - MERCHANDISE
COLD STORAGE - - - - - CARTAGE
DISTRIBUTION
INSURANCE RATE - - - - - 10c
Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER CO.
FIREPROOF BONDED STORAGE

Lowest insurance rate in San Antonio
Receivers and Forwarders of Merchandise

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

*Serving the World's Largest Oil Field
and All of North and East Texas.*
The highest type of BONDED Storage
and Warehouse facilities.
POOL CAR DISTRIBUTION
Member—T.S.W.T.A.
415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse
(Reinforced concrete)
Motor Freight Service to All Territory
Tarry Warehouse & Storage Company, Inc.
Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transfermen's Assn.
See TYLER-TARRY-FACG Co. Associated

OGDEN, UTAH



**Western Gateway Storage
Company**
COLD AND DRY STORAGE
A Modern Commercial Warehouse
Bonded Service
Member American Warehousemen's Assn.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE
Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribu-
tion. Office Facilities.
Member A. W. A.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 cubic feet reinforced Concrete
Sprinklered Space

Insurance Rate 18 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.

100 Broad St. 219 East North Water St. 825 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-0936 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.

Over 25 Years Experience

Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

New York Chicago Salt Lake
260 W. Broadway 53 W. Jackson Blvd. 230 S. 4th West

MEMBER:
A.W.A.—U.W.A.—A.C.W.

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE

THE BELL STORAGE COMPANY, INC.
NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE
50,900 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution.

WE SPECIALIZE IN MERCHANDISE STORAGE
AND DISTRIBUTION

AGENTS: AERO MAYFLOWER TRANSIT COMPANY
Member M.W.A. & S.W.A.



RICHMOND, VA.

57 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER AND STORAGE CO., Inc.
1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic
Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage
—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car
Distribution—Motor Van Service to All States East of Mississippi River.
Member of S. W. A.—N. F. W. A.

RICHMOND, VA.

160,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1903 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.—N.F.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkles

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

SEATTLE, WASH.

THOS. WATERS, Pres.

F. J. MARTIN, Mgr.

A. B. C. STORAGE CO.
WAREHOUSING AND DRAYING

We make a specialty of Storage
for Agents, Brokers and General
Merchandise Houses.
Free Switching Service.

304 RAILROAD AVE., SO.

SEATTLE, WASH.

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS Since 1889

Members of NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Northwest
Distributors**

Seattle—Tacoma—Portland
Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

SEATTLE, WASH.

TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY
1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

SEATTLE, WASH.

WINN & RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution



Located in the center of wholesale and jobbing district
Low insurance rates Office and desk space
Member—A. W. A.—Allied Distribution, Inc.

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fehlin
Svty.

Consign to
SPOKANE TRANSFER & STORAGE CO.
A. W. A. 308-316 Pacific Ave. N. F. W. A.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

For City of Washington, D. C.
refer to
DISTRICT of COLUMBIA

HUNTINGTON, W. VA.

**THE SHIPPING CENTER for
4 STATES**

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.

A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

MAIER SALES & STORAGE CO.
1639-41-43-45 Seventh Ave., Huntington, W. Va.
Member of A.C.W.—A.W.A.

EAU CLAIRE, WIS.

LICENSED

BONDED

SIOUX STORAGE & FORWARDING CO.

113-19 South Dewey St.

Complete Warehousing and Distribution Service
Private Railroad Siding
Motor Truck Service Motor Freight Terminal
Modern concrete building with all modern facilities

LA CROSSE, WIS.

The Gateway City Transfer & Storage Co.

C. B. & Q. R.R. Siding

The logical distribution center for Western Wisconsin,
Eastern Minnesota, and Northeastern Iowa.
Trackage warehouse for merchandise and Free switching service.
We specialize in pool car distribution.

LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.
GENERAL STORAGE**

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.
Free switching service
Large fleet of Vans and Delivery Trucks
We give prompt service
430-434 SOUTH THIRD STREET

MADISON, WIS.



MRS. ROBERT M. JENKINS, Vice-Pres.

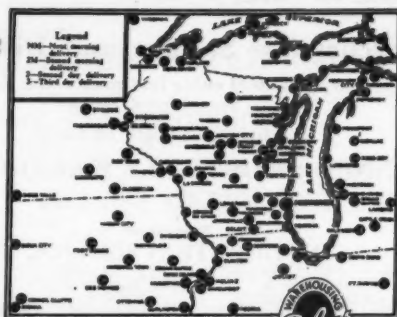
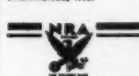
The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Siding Milwaukee Road,
Free Switching All Roads
Established 1895

Attention Shippers

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

MILWAUKEE, WIS.



**SPOT STOCKS PLUS SERVICE
WILL HELP SALES—NOW!**

UNITED STATES CUSTOMS BONDED—WISCONSIN LICENSED AND BONDED

Atlas warehouses, nine in all with over 500,000 square feet of floor space, sprinkler equipped and A.D.T. alarm and watchmen supervised, are ready to speed up your distribution service, safely, economically and efficiently. Ship to us by rail, truck or steamer. Fifty car truck capacity, two docks with water deep enough for any freighter in the Great Lakes—ocean vessels from European ports come direct to us with merchandise for storage.

Atlas at Milwaukee with its trained personnel is in a position to help you with your distribution problems—Write to us today!

**ATLAS
STORAGE COMPANY**

710 West Virginia St. Milwaukee, Wisconsin

Represented by:

DISTRIBUTION SERVICE, INC.

**100 Broad St.
New York, N. Y.**

**219 East North Water St.
Chicago, Ill.**

**625 Third St.
San Francisco, Cal.**

Fast distribution to six states from MILWAUKEE

MILWAUKEE, WIS.

**HANSEN
STORAGE CO.**

"The Million Dollar
Warehouse Company"

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN
18 Warehouses—50 Car Side Track—850 Foot Dock
DEPENDABLE—EXPERT—QUICK SERVICE

We Specialize in
Merchandise Distribution and Furnish
"BRANCH HOUSE SERVICE"
"Let Us Solve Your Distribution Problems"
Ship Your Merchandise to Yourself in Our Care
and Have Instructions Follow.
"We Will Do the Rest."
We Own and Operate Large Delivery Equipment
"U. S. Government Bonded Warehouse"

MILWAUKEE, WIS.



LINCOLN

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE ↑ RAILROAD SIDINGS
OF EVERY DESCRIPTION ↓ DOCKING FACILITIES
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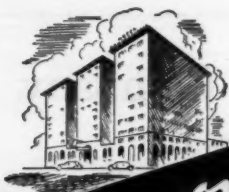
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DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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Bon Ami's Warehousing System *By Kent B. Stiles*

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Soliciting the Local Manufacturer *By H. A. Haring*

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Motor Transportation *By F. Eugene Spooner*

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I.C.C. Reopens Rail-Storage Inquiry

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Federal Canned Meat Awards



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In the light of your own experience and with your business and your hauling needs in mind, place your own valuation on these ten vital features of the GMC 1 1/2-2 ton truck of value. Every one of them is important. Every one of them contributes to greater savings or improved performance or longer life. Combined they assure a degree of economy and a performance ability that not one of the other low-priced competitive trucks can match.

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1 Greater payload capacity—The GMC will haul more per trip and per day, earn more for its owner.

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3 Greater sustained torque—resulting in better hill climbing ability, better acceleration and the ability to haul heavier loads faster.

4 Less chassis weight per brake h.p.—all useless deadweight has been "engineered" out of the GMC.

5 Centrifuse brake drums—combine the desirable braking surface of cast iron with the strength of steel; non-warping, non-scoring, economical.

6 85-pound drop-forged crankshaft with harmonic balancer—exceptionally rigid and smooth. Eliminates destructive engine vibration.

7 Spoksteel wheels—More costly than other types but 2 to 3 times stronger.

8 Roller bearing steering gear—eliminates friction and thus reduces wear and the need for frequent adjustment. Easier steering also provided.

9 GMR cylinder head—provides high compression performance with ordinary fuels.

10 Rifle-drilled connecting rods—provide lubrication under pressure direct to piston pins—lower upkeep expense.

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